

Business Development Director for EDL Foundation

Are you interested in bringing the hidden treasures of Europe's Museums, Libraries, Archives and Audio visual collections to the web? Do you have a strong background in publishing for the web or in European projects? Are you visionary and persuasive? Then join the EDL Foundation at the National Library of the Netherlands and create with us, the operational www.Europeana.eu to give the world access to the cultural heritage of Europe.

The EDL Foundation, hosted by the Koninklijke Bibliotheek, National Library of the Netherlands, is involved in several successful projects aiming at developing Europeana: the European digital library.

We are looking for a dynamic, self starting Business Developer, with international experience. You are able to get the biggest and best of Europe's cultural institutions on board and contributing content. You need to have an understanding of the techniques of internet publishing, have a grip on European cultural heritage strategy and the ability to convince at all levels. You will have fund raising experience.

You will develop the business of Europeana, its partners, models, and policies. You will oversee all projects relating to Europeana, initially these include: Arrow, (publishers and libraries), an Archives Portal, EDLlocal (regional museums, libraries, archives), Athena (museums) and EFG (European Film Gateway). You will also seek and develop new projects and opportunities for partnerships and funding (both public and private) for Europeana and the EDL foundation. You will be responsible for developing the longer term strategies for the sustainability of Europeana. You will recruit and manage a team of between 10 people rising to 15 by 2012. This team will work to create: a partner programme; put in place and manage a marketing and communication strategy; manage projects and help develop policies for governments and ministries on the exposure of European cultural heritage.

You will be experienced at a European level in the planning and executing of projects with large technical components. You are not expected to come from a technical background but some knowledge of web publishing would be useful. You are a well organized, lateral thinker with extremely good communication skills. Your tasks will include the creation and management of the overall strategy, the development of policy and selling of the idea.

The job will entail frequent European travel and management of your budget.

Profile:

- Degree level
- Prince II methodology
- Results oriented and strategically aware
- Broad knowledge of worlds of libraries, museums and archives or of publishing
- Able to represent the service and its projects at all levels of meetings
- Sales and marketing experience
- Fund raising experience
- Management experience

Competencies:

Initiative taker
Analytical
Decision maker
Visionary
Persuasive
Influencing
Logical
Budget creation & management
Very high level written and spoken English

Our Offer:

A 24 month contract based at the Koninklijke Bibliotheek in The Hague, The Netherlands. According to the [CAO – onderzoekinstellingen](#) the salary scale indicated for this job is 13, maximum of €5266.00 gross per month on the basis of a 40 hour week. In addition you will be entitled to 43 days holiday per year plus holiday pay and an annual bonus of 8 and 6.1% respectively.

Interested? For questions about the job please call or email Jill Cousins +31 (0)70 314 0952 Jill.Cousins@TheEuropeanLibrary.org

Send your CV and application letter to solliceteren@kb.nl for the attention of Ina Dijkstra with 'Vacaturenummer 2008071, in the subject line

Closing date: May 5, 2008