

— **Secretary General**
The European Council of
Shopping Places (ECSP)



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ECSP provides a European voice for an industry that designs, creates, funds, develops, builds and manages places anchored by retail across Europe.

Our members invest, build and manage shopping places. Our priorities are to promote and protect the issues affecting our members and to develop joint approaches to emerging trends, policies and services impacting our industry.

We represent the retail property sector in every aspect of daily life. From convenience to comparison, shopping places are at the heart of every community and help define the European way of life. This industry employs more than 6 million people, generates an annual turnover of €750 billion and represents almost 160 million m² of floorspace.

ECSP is incorporated as an international non-profit association or AISBL (Association internationale sans but lucratif) under Belgian Law and headquartered in Brussels.

The ECSP:

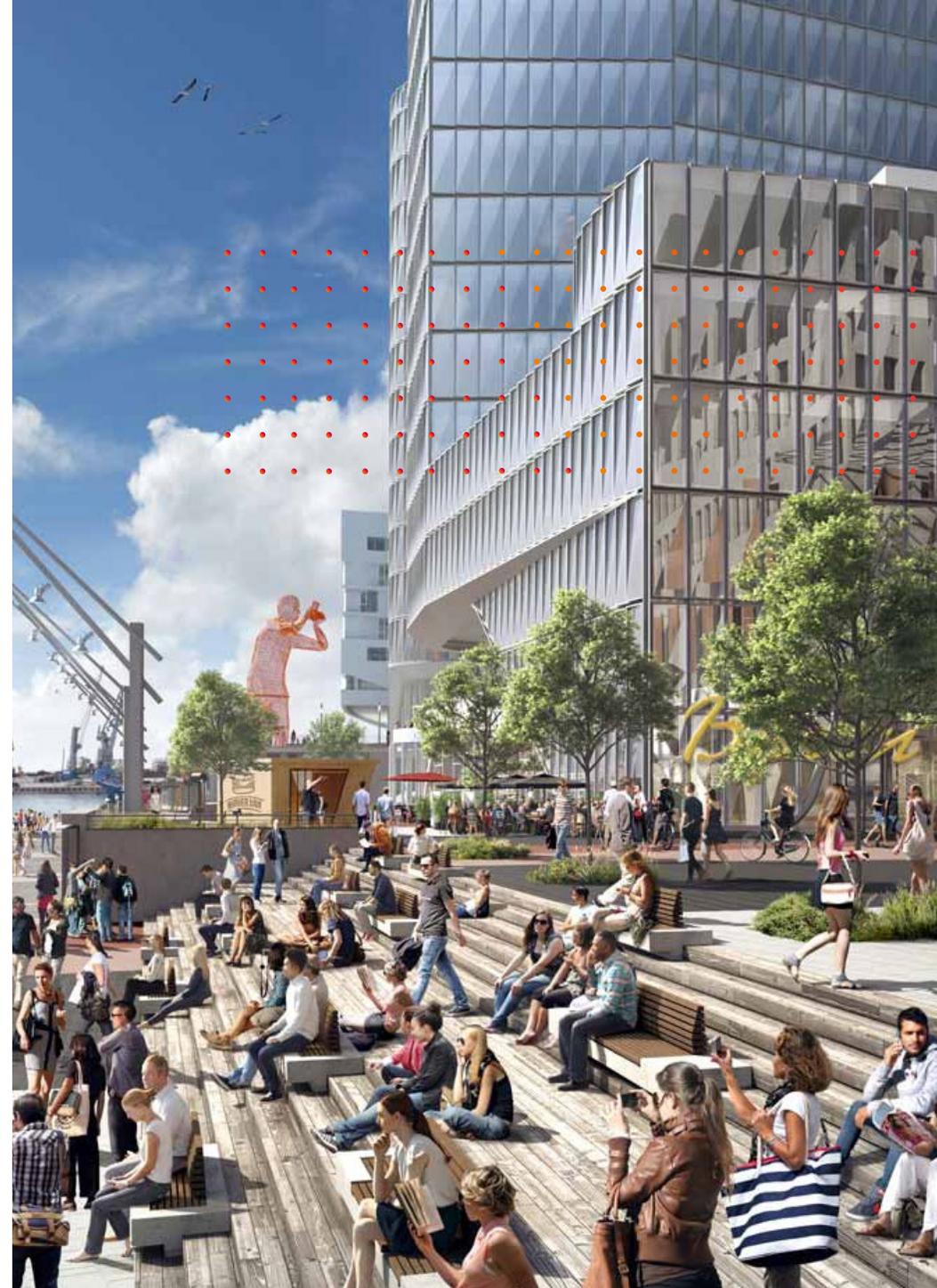
- Advocates at a European level for the vital economic and social importance of retail and mixed-use destinations
- Brings together the entire value chain of who invest in, create, manage and support these places and destinations
- Facilitates the outreach, exchange of information and organises the events, networking and education this community needs to succeed
- Encourages a sustainable and a level playing field for market participants and stakeholders

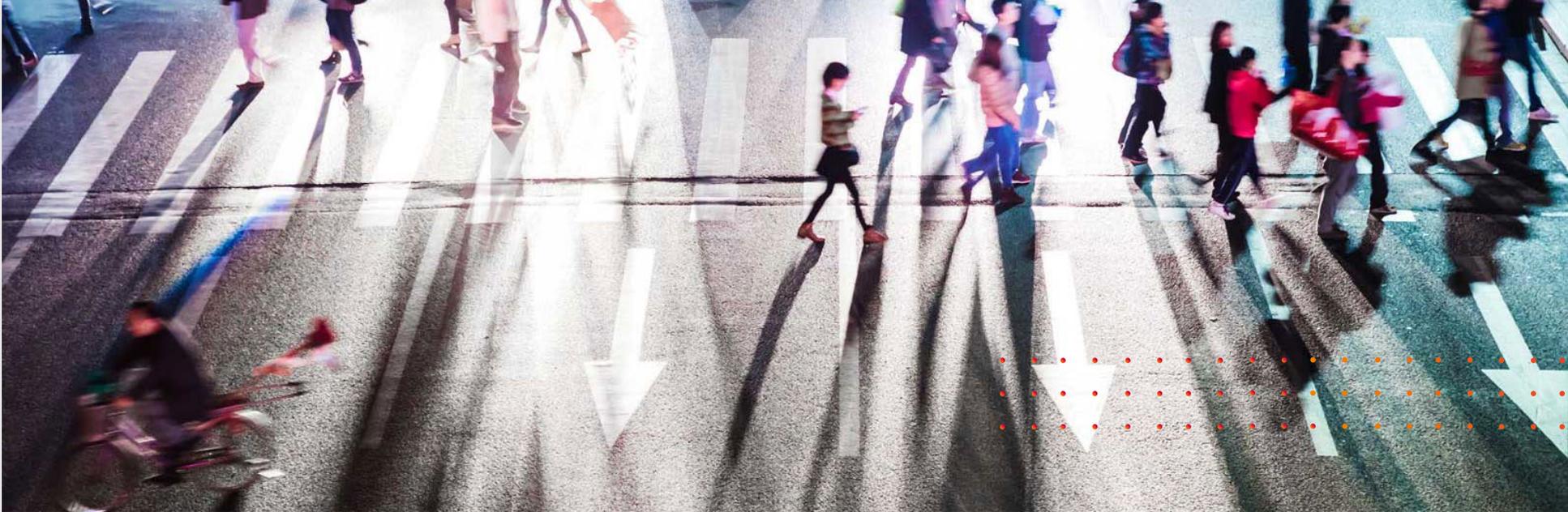
Its members are a catalyst for sustainable urban regeneration and represent an important civic function in virtually every European community.

What You'll Do

The Secretary General interfaces directly with the members of ECSP at CEO level, and externally with the sector's key stakeholders at all levels. The Secretary General is responsible for:

1. Association management
 - a. Day-to-day contacts with the Chairperson, Board of Directors, Members and the Secretariat
 - b. Organisation and coordination of association's strategy and activities
 - c. Budgets and resourcing
2. Membership growth
3. Networking and representation of the association
4. Events attendance, organisation and participation (both internal and external)

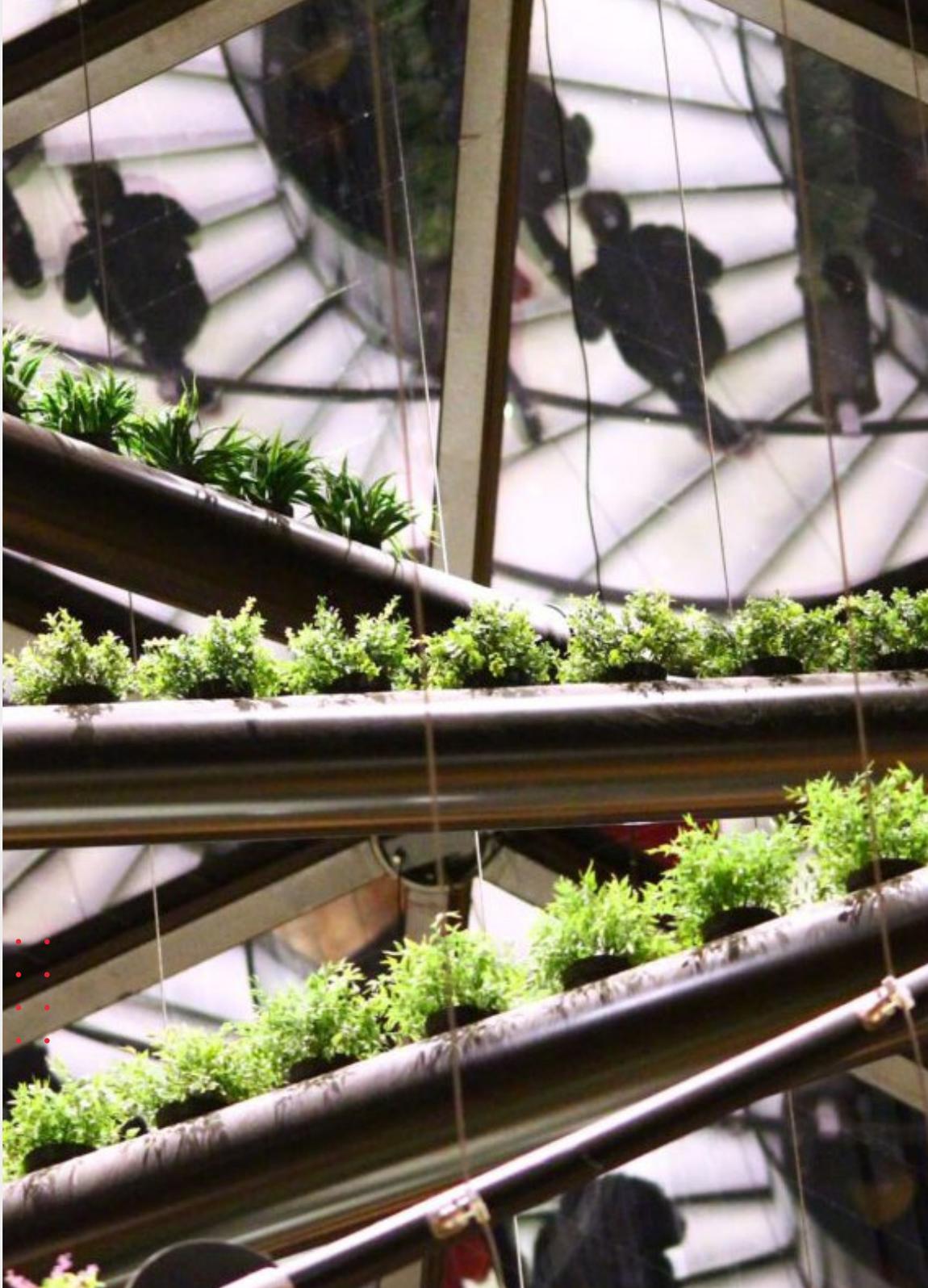




Secretary General Candidate Qualifications

- Minimum 10 years of experience in business strategy, development, policy advocacy and stakeholder engagement
- Demonstrated success working with C-suite and ministerial level
- Strategic outlook and understanding of EU legislative landscape and the role of the commercial property sector in this context
- Previous experience and in-depth knowledge and understanding of the retail real estate industry and its competitors are an asset
- Track-record of developing EU stakeholder and B2B networks in the sector and a strong existing network
- An extensive network of contacts in the EU real estate sector, especially within the commercial property community is an asset
- Experience with representing companies in trade associations and/or global initiatives
- Confident public speaker, strong communicator both in writing and verbally
- Self-starter, flexible and entrepreneurial with strong organisational and management skills, able to influence and manage different interests and obtain consensus between them
- Highest level of integrity
- Near-native level of English language, spoken and written. Additional languages are an asset
- Availability to travel regularly
- Availability to work remotely, but the job will require presence in Brussels several days a week

Recruitment Process



The Executive Search firm Dober Partners has been retained to draw up a shortlist of prospective candidates against the criteria set out in this document. Using their discretion and expertise, Dober Partners will help recruit a new Secretary General together with the leadership and Executive Board of ECSP.

Shortlisted candidates will interview with the ECSP's leadership in Brussels on November 21.

Please send your CV and motivation letter to:

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