

**Network for Employment & Social Care** (NESC): Tel: 6970149858|[info@dakm.gr](mailto:info@dakm.gr)|[www.dakm.](http://www.dakm.)gr

***CALL FOR EXPRESSION OF INTEREST***

**Posting Title:** Key Account Manager

**Posting Period:** 19 December 2019 – 19 January 2020

1. **BACKGROUND**

Many of the **Mediterranean EEA regions**, in addition to youth unemployment, face insularity-related pressures and the refugee crisis. That poly-parametric problem **needs transnational cooperation in research and in empirically grounded solutions** based on innovation and know-how transfer.

**YOUTHShare** project aims at **reducing youth unemployment** in coastal and island regions of Mediterranean EEA by **advancing young NEETs skills** in trans-locally resilient economic sectors such as the **agri-food production** and related **circular** economies. By means of an integrated multi-scalar methodology and practice, it will boost the potential of social entrepreneurship and sharing economy in order to reduce economic disparities and increase social integration.

“A Place for Youth in Mediterranean EEA: Social and Sharing Economy for NEETs” (YOUTHShare ) project will establish **the four branches of a Trans-National Employment Centre, each one staffed by one Key Account Manager.** The employment centre will enhance NEETs’ employability across MED EEA. It will focus on networking and job matching in the above-mentioned resilient sectors.

1. **GENERAL OBJECTIVE OF THE CALL FOR EXPRESSION OF INTEREST**

**The general objective of this call is to hire one (1)** **Key Account Manager (KAM**) who will have an important role in the establishment of the trans-national employment centre located in Piraeus (Greece) and he or she will play a key role during the tans-local mobility scheme.

KAM’s outreaches/supports the target groups - NEETs (25-29 years old) - offering counselling, networking and matching with potential employers as well as through various tools (e.g. job fairs).

This call for expression of interest is not binding, therefore Network for Employment & Social Care might not hire anybody at the end of the recruitment process if the candidates are not considered suitable for the proper implementation of the project activities.

1. **TASKS, RESPONSIBILITIES AND GENERAL CONDITIONS**

The following tasks and responsibilities are expected to be accomplished:

* Identify, approach and engage NEETs living in the target city area and region;
* Identify and map the relevant potential employers (primarily firms, NGOs, Social and Sharing Economy Enterprises) of the target region;
* Create a Database of YOUTHShare beneficiaries and potential employers at local, national and transnational level;
* Provide tailored support and emotional encouragement to the target groups;
* Organise and support training courses;
* Recruit the candidates for the training courses;
* Contribute to raise awareness on youth unemployment through events, media, social media etc.
* Develop a pool of regional, national and transnational potential employers;
* Conduct the face to face counselling sessions aiming at:
* Assessing the participants’ professional skills and knowledge gap
* Drafting their CVs
* Providing an Individual Action’s Plan
* Conducting a personal SWOT Analysis and teaching job’s interview techniques to the participants
* Organise the trans-national mobility;
* Participate to project meetings and events in Greece and abroad.

Please note that this list is not exhaustive and the Project would require inputs and ideas from the KAM throughout project’s life stream.

Below are listed the main features of the possible job contract:

* **Contract type**: Free-lance employer/ Employee/
* **Duration**: from February 2020 to February 2022
* **Headquarter**: Project Partner – **Network for Employement & Social Care,**

**38-40 Antipliarchou P. Vlachakou, Str, Pireaus, Greece.**

* **Working time**: On average 25 hours per week
* **Contract gross amount per year**: Up to 15.000 € depending on qualifications and personal experience.

1. **QUALIFICATIONS REQUIRED**

* University Master Degree in Human Studies, Human Resources, Social Studies, Political Science, Economics, Law;
* English Language - level B2 in accordance with Common European Framework of Reference for Languages.

1. **APPLICATION PROCESS**

Interested candidates should submit their applications to the Project Manager, Mrs Nektaria Marava at the e-mail address [nmarava@dakm.gr](mailto:nmarava@dakm.gr) by the 20th of January 2020.

**The application must include the following documents**:

1. Application form (Annex 1);
2. Curriculum Vitae in English;
3. Cover letter in English;
4. Identity Card;
5. English language certificate (if any);
6. Computer certificate (if any).
7. Solemn declaration Article 8 par. 4 of Greek Law 1599/1986 for the originality of the documents provided.

The applications submitted out of time will be rejected.

1. **ASSESSMENT**

Evaluation of qualified candidates will include an assessment of qualifications, experiences and certificates, which will be followed by a face-to-face interview at the premises of Network for Employment and Social Care in Piraeus. The interview will be carried out in English.

**Preferred requirements**:

* Master courses related to the project;
* Previous work experiences in the field of:
  + vulnerable groups;
  + human resources;
  + international cooperation and projects.
* English Language Certificate - level C1 or C2 in accordance with Common European Framework of Reference for Languages -> candidates with IELTS, CAMBRIDGE/MICHIGAN ASSESSMENT ENGLISH, TOEFL or other relevant certificate recognised by Supreme Council for Civil Personnel Selection (ASEP) in Greece;
* Computer Certificate.

As specified before, this call is not binding, therefore *Network for Employment and Social Care* might not hire anybody at the end of the recruitment process if the candidates are not considered suitable for the proper implementation of the project activities.

The successful candidates will be contacted for signing the contract (if the case) by the end of January 2020.

1. **DATA PROCESSING**

By submitting the application, the candidate consents to the processing of personal data for the sole purposes related to the management of the recruitment, according to the provisions of European Regulation 2016/679 (GDPR Regulation) on the Protection of Individuals with regard to the Processing of Personal Data and on the Free Movement of such Data, as applicable, after the repeal of Directive 95/46 / EC (General Data Protection Regulation).

1. **ANNEX**
2. Application form template
3. Solemn declaration Article 8 par. 4 of Greek Law 1599/1986.