

## **Associate Director, Client Engagement (North America)**

The true value of meetings is in the opportunity to exchange extraordinary ideas. To collaborate, ignite genius and experience a challenging meeting of minds. That's the business of BESydney.

Supported by government, industry and academia, we bring the world's thinking to Sydney and NSW - where our remarkable city and its people provide the environment needed to generate genuine progress.

BESydney promotes Sydney as the pre-eminent business visitor destination in the Asia Pacific and acquires strategic business events that deliver economic and social impact for Sydney, NSW and global communities.

### **What this role involves:**

An exciting opportunity now exists for an experienced Associate Director, Client Engagement to join us on a fixed term consulting basis. Reporting to the Director, North America, you will support the delivery of BESydney's client engagement strategy across North America to maximise global meeting opportunities across both the Association and Corporate & Incentive markets. The role will include:

- Activating C-level suite networks across Government, Academia and Business Events industry (including Association and Corporate & Incentive markets) to qualify, generate and secure business event opportunities for Sydney with oversight of North American markets.
- Delivering client engagement activities, leveraging strategic alliances, partnerships, and industry networks to identify and progress bidding opportunities.
- Engaging with BESydney's in-market networks including BESydney Global Ambassadors, Investment NSW, Destination NSW, Austrade and Tourism Australia.

### **More about you:**

- 5+ years' experience in a client engagement role.
- Demonstrated understanding of how the North American business events industry operates.
- Experience in stakeholder engagement and the ability to engage with stakeholders at all levels in the North American market .
- Demonstrated ability to work in a structured and methodical manner.
- A curious mindset and an ability to think strategically.
- Strong written and verbal communication skills, with an eye for detail.

### **What's in it for you:**

At BESydney, we value our people and provide an excellent work culture and Employee Value Proposition that includes:

- Flexible work arrangements.
- Generous leave entitlements including additional annual leave, birthday leave and volunteer leave.
- Ongoing professional development opportunities.

This is a remote role for candidates located in North America (e.g. USA or Canada).

The role is offered on a consultancy basis for a fixed term concluding on 30 June 2027. Consideration for possibility of an extension will be evaluated towards the end of the contract period. To qualify, candidates must possess business registration in their country of residence.

If you are a true professional who thrives in a fast-paced global work environment, we want to hear from you.

At BESydney, we strive to bring out the best in our people by providing a diverse and inclusive workplace for ALL. We want everyone to feel comfortable and safe in bringing their whole self to work.

We are passionate about what we do! We work collaboratively to achieve our goals and we want our people to be bold, authentic and curious!

We aim to provide an inclusive workplace for all, and we encourage you to bring your perspectives, experience and background. If there are any adjustments you may require to our recruitment process or the role itself, let us know.

**Please note that only shortlisted applicants will be contacted.** CVs will be kept on file for potential future opportunities.

**No recruiters please.**