

## The company

As one of the most dynamic players of the European consultancy market, Grants Europe Consulting is active in an ever expanding field of European consultancy services. With its headquarters and staff located in Budapest, it operates as part of a joint venture of 2 Dutch and 2 Hungarian companies with a mix of Hungarian and Dutch owners. It is also part of the European Affairs Alliance, a wider network of European expert companies with complementary profiles. Grants Europe, together with its partner companies works with a core staff of around 35 people and an additional network of external experts. The majority of people working with us are Hungarian, with a few foreigners always part of the team.

Our clientele comes from several European countries, Hungarian and Dutch clients representing around 80% of it. Regarding the type of organisations we work for, these mainly include public, non-profit and research type of organisations: such as local or regional municipalities, development agencies, universities or research centres, etc. In addition, we have lately also been opening towards the for-profit sector, SMEs in particular.

## What we do

Our main competence lies with territorial cooperation programmes such as Interreg Europe, Transnational Cooperation Programmes (CENTRAL, Danube, North-West Europe and The Atlantic) and URBACT. A common feature of these programmes is that they are typically quite large both in terms of budget (around 1 to 3 million €) and partnership (involving between 8 to sometimes even 20 European organisations). In terms of topics these programmes cover a wide range of policy fields: such as economic and social development, innovation, environment, energy, culture, demography or urban development.

In addition, we increasingly venture into other relevant funding programmes such as the EU's innovation programme Horizon2020 and other, more sectoral type of programmes such as Creative Europe, LIFE+ or PROGRESS.

As one of our core activities, we focus on **developing** cooperation **projects for the above mentioned programmes**. This means building up the project idea from scratch: defining, together with the Client and partners the common problems to be addressed and vision to be achieved, and turning this into a feasible project plan, to be presented in the varying application formats required by the different funding programmes. Following a successful application process we also deliver project and financial management, as well as expert services linked to the thematic implementation of the winning projects.

## Our achievements

In the 2007-2013 funding period we started with a smaller team which grew continuously over time. We have developed over 100 projects mostly on behalf of Lead Partners from Hungary and other EU countries. Over this period, our success rate was continuously increasing, reaching 85% by the end of the period. In the current, 2014-2020 programming period we have already developed around 40 projects, out of which more than 10 are already in the implementation phase following approval.

## **What we are looking for and what we offer**

Experts (preferably with relevant previous work experience) to become part of our project development team. They should demonstrate a complex set of skills including an open mind and wide range of interests, creativity, independent and structured thinking, pro-activity, excellent analytical, drafting, communication and organisational skills, ability for both abstract and practical thinking. As we always work in teams, we need team players, and as we often work under strong pressure due to tight deadlines, demanding clients and programmes, we need people who can handle or even enjoy such hectic periods.

The most attractive features of this position are the opportunity to learn and develop, flexible and dynamic working environment, interesting assignments linked to a multitude of topics, the possibility to travel and work in a European environment and a nice office located just a 5 minute walk from CEU.

Knowledge of Hungarian and being an experienced driver can be a strong advantage in the selection process.

Wages are in line with sector specific monthly rates in Hungary, however, specific arrangements can be made in case of a foreign applicant.

## **The job**

Becoming part of a team working on the development of European cooperation projects on behalf of and in close cooperation with our Hungarian or foreign clients from the public or private sector, generally including the following steps and tasks:

- Acquire a general understanding of the project topic at hands
- Analyse and identify funding opportunities linked to the project topic
- Dive into thematic documents related to project content (analyses, studies, strategies, policy papers, etc.)
- Develop the first project concept reflecting client needs and programme requirements
- Organise personal and online workshops and meetings with the Client and eventual core partners and / or experts
- Identify (from own database, through networking and internet search) potential European partners and engage them to join the partnership
- Develop a detailed project concept, including flowcharts, a GANTT type of implementation plan defining the role of partners and a draft budget
- Continuously liaise with Client, and European partners and also the Programme Authority
- Finally, turn the detailed project concept into a project application, incl. budget and organise the administrative process (i.e. collecting annexes, uploading application into online system, etc.)

## **More information**

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