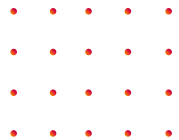


— **Director General**  
Orgalim



**Dober Partners**  
Executive Search  
& Consultancy



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Orgalim | Europe's Technology Industries is looking for a new Director General (DG). This is an opportunity to take charge of a leading international association, representing Europe's largest manufacturing sector, working on issues that are at the top of the EU political agenda and key to Europe's climate and competitiveness goals.

## About Orgalim

Orgalim is recognised as the foremost voice of Europe's technology industries in Brussels.

Orgalim represents the interests of innovative companies spanning the mechanical and electrical engineering, electronics, ICT and metal technology branches. Our multidisciplinary team of over 30 people and 18 nationalities works with our members, clients, policymakers and stakeholders to strengthen our industries' growth and competitiveness, and to maximise their contribution to Europe's prosperity and climate transition.

Ranging from global corporations to mid-caps and SMEs, the industries we represent constitute Europe's largest manufacturing branch – comprised of 770,000 companies that combined generate an annual turnover of €2,835 billion, manufacture one-third of all European exports and provide 11.7 million direct jobs. These innovative companies are at the forefront of

the digital and green transformation of industry and society. With their state-of-the-art technologies, they boost Europe's competitiveness and lead the global green tech revolution.

On behalf of our membership, we engage with EU policymakers on policy and regulatory issues to help provide the framework conditions in which Europe's technology industries can flourish.

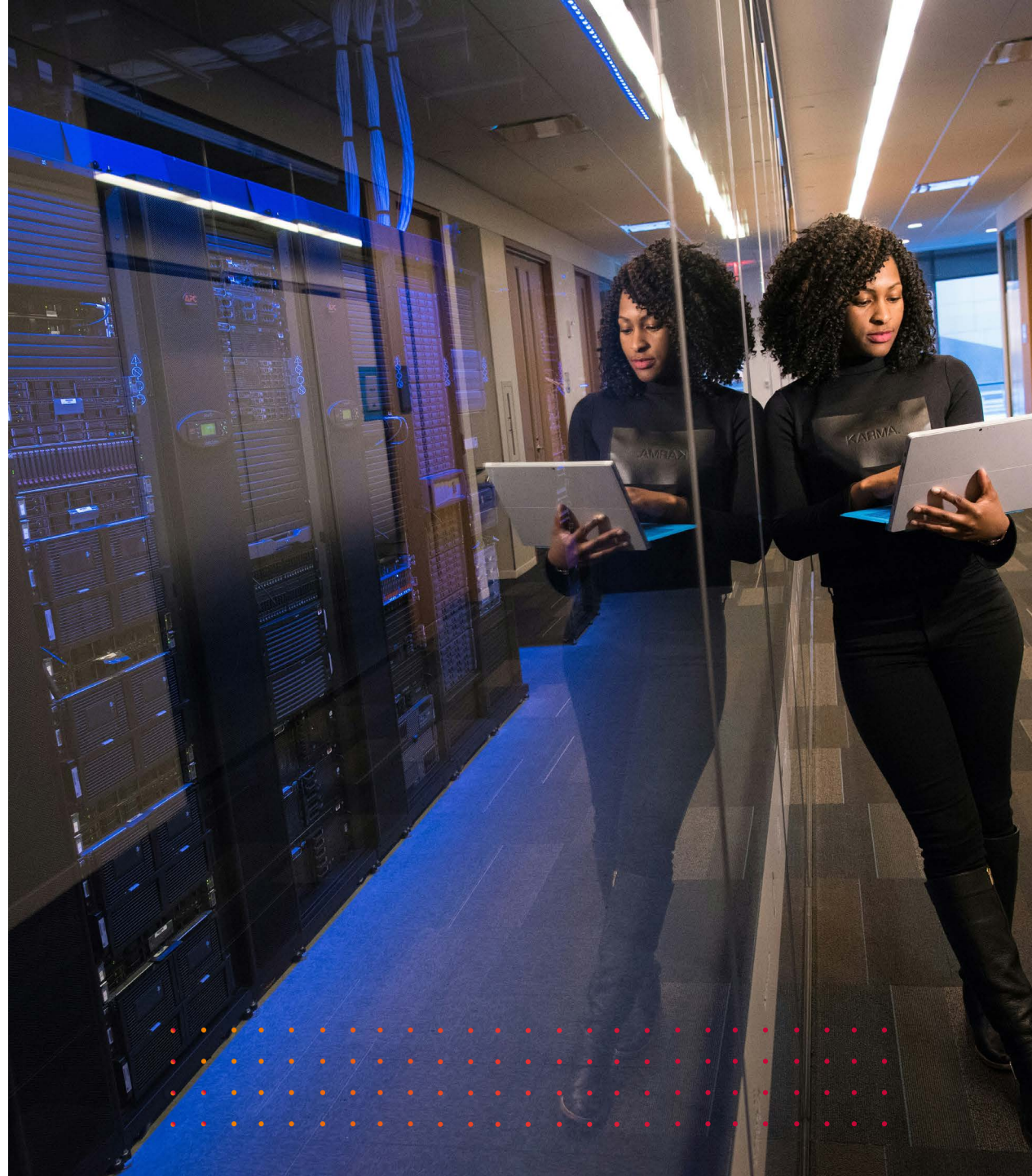
We also offer services to clients through our Partnership department and provide legal publications to support the day-to-day work of technology companies operating across Europe.

We are committed to shaping a future that's good: working with policymakers and stakeholders to strengthen our industries' growth and global leadership, maximise their contribution to Europe's economy and society and foster a new relationship of trust between businesses and citizens.

# What You'll Do

The DG is responsible for the management of the association and its secretariat, operating under the supervision of the Board of Directors and in close consultation with the top management of our members. You will lead the next phase of Orgalim's development, with our team at the heart and with a firm commitment to serving our members and clients.

This is a demanding and fast-paced role in an organisation that is on an ambitious growth path. It provides an opportunity to make a major mark on the next phase of Orgalim's development.



## More specifically Orgalim's DG:

- Drives Orgalim's core mission, which is to actively shape the European policy framework so that European technology manufacturers can flourish, providing growth, jobs and prosperity while enabling Europe's ambitions green and digital transformations.
- Leads the strategic development of Orgalim, with a focus on policy impact and membership value.
- Works to enhance and sharpen Orgalim's position as the voice of technology manufacturers among industry and stakeholders.
- Stimulates, guides and advises the Board in its responsibilities.
- Oversees the day-to-day management of the organisation, including its governance, finances, policy work, services to clients, publications.
- Leads the Secretariat, notably in terms of internal culture, staffing, structure, objectives & performance, compensation, professional development, training etc.
- Coordinates internal processes to set Orgalim's priorities and objectives on EU policies.
- Represents Orgalim externally at the top levels, in cooperation with the Chair and President.

- Leads new membership recruitment, identifies opportunities to continue Orgalim's financial growth.
- Develops and mobilises Orgalim's networks in Brussels and the Member States.

## Your profile

- At least 15 years work experience, including at least 5 years proven leadership experience in an organisation of similar size and complexity as Orgalim.
- Fluent English, with other major European languages ideally including French and German.
- University educated.
- Experience interacting with political and business leaders at the highest levels.
- Deep understanding of European politics and EU policy making.
- Excellent communicator and public speaker, able to engage and influence an audience.
- Track record in bringing strategy to implementation.
- Innovative mindset & business acumen.
- Strong sense of personal and professional integrity.
- Understanding of trends in energy, technology and digitalisation. Previous experience working in manufacturing sectors is a plus.

- Ability to listen, responsiveness to (sometimes different) members' needs.
- Challenges assumptions, "brings the outside in" and "explains the why".

In addition, the successful candidate will possess personality traits associated with great association leaders, including the following:

## Desirable Personality Traits

- Visionary.
- Motivational and inspirational.
- Campaigner.
- Consensus-builder.
- Empathetic with a degree of humility and self-deprecation.
- Co-operative.
- Resilient.
- Logical and structured.
- Culturally aware and open.

*Orgalim is an equal-opportunity employer and encourages applications from individuals of all backgrounds.*



# Recruitment Process



If you wish to apply for this exciting position, please send your CV and a motivation letter to the Executive Search team at Dober Partners (contacts below), as soon as possible to qualify for interviews with the Selection Committee in September/October 2024.

## **Mark Dober**

M: +32 477 950 466

→ [mark@doberpartners.com](mailto:mark@doberpartners.com)

## **Natalia Kurop**

M: +32 488 945 579

→ [natalia@doberpartners.com](mailto:natalia@doberpartners.com)

[www.doberpartners.com](http://www.doberpartners.com)



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