

Business Development Representative - Ecorys Ukraine

Department:
Ecorys Global

Location:
02000, Kyiv

Deadline:
20-04-2026

Country:
Ukraine

Ecorys is a global research-based consultancy that helps our clients make a positive impact on society. We are leaders in research and consulting, monitoring and evaluation, programme management and communications services. Ecorys is actively working across a broad range of thematic areas such as: public sector governance, public finance management, trade and private sector development, monitoring and evaluation, civil society, security and justice, climate, energy and environment, urban and regional development, transport and infrastructure. We currently deliver various contracts for our clients such as the EU/EuropeAid, the World Bank, the UN, the UK Foreign, Commonwealth and Development Office (FCDO), the Netherlands Ministry of Foreign Affairs and other bilateral donors, international charities and foundations, and NGOs. With over 600 employees from over 40 nationalities, we operate across the globe with offices in Rotterdam, Brussels, the United Kingdom, several other European cities, India and Africa. We work in over 150 countries globally.

The Role:

Ecorys is currently looking for a dynamic and proactive Business Development representative to spearhead our market expansion in Ukraine. This role will be based in Kyiv, Ukraine. The successful candidate will play a pivotal role in strengthening relationships with international donors, identifying new opportunities, and strategic positioning our consultancy company.

Ecorys Business Development representative in Ukraine will have the following key responsibilities:

1. Market Engagement

- Engage with our key clients including European Commission (EUD, DG ENEST, EIB), GIZ, World Bank, United Nations, SECO/SDC, and others, to discuss opportunities that align with Ecorys' value proposition.
- Identify and establish rapport with senior government and donor officials ensuring good client relations.

2. Business Development

- Contribute to the development of high-quality proposals to secure new projects in close collaboration with bidding teams in Ecorys.
- Represent Ecorys at key fora, meetings, and networking events.

3. Reporting

- Prepare regular reports on market trends, activities, and achievements for senior management.

What you will have:

- Bachelor's or Master's degree in Business, International Relations, Development Studies, or a related field.
- At least 10 years of experience in business development, preferably in the development or consultancy sector.
- Proven track record of securing donor-funded projects from major organisations (e.g., EU, GIZ, FCDO).
- Strong understanding of donor ecosystems and funding mechanisms, particularly in Ukraine.
- Excellent communication, networking, and interpersonal skills.
- Strong proposal writing and negotiation skills.
- Proficiency in English and Ukrainian is mandatory.
- Self-motivated, with the ability to work independently and in a fast-paced environment.

What We Offer

Ecorys offers its employees and associates a professional, stimulating, and learning environment with ample opportunities for development. You will work in a multicultural environment alongside a supportive team atmosphere. Our culture is characterised by limited hierarchy, open communication and minimal red tape.

The role will be offered on a freelance contract (full-time / part-time).

Interested?

To apply please send us your motivation letter and CV via the online application form by 20 April 2026. Applications will be considered on ongoing basis, so early applications before the deadline are strongly encouraged. First interviews are expected to take place during May in Kyiv. The

intended job start is on 1 June 2026 (indicative).
If you have any questions, please contact HR via recruitment@ecorys.com