

# Acquisition and Project Manager (Framework Contracts)

Ecorys is a leading international research and consultancy company addressing society's key challenges. We combine our deep knowledge of the societal challenges and our extensive skills and expertise to make genuine sustainable change happen.

We offer the full policy cycle to our clients who are decision makers in the public and third sectors. We advise on the options and consequences of change options. We support clients to implement and communicate change and manage the consequences.

Ecorys is a company with strong European roots and international presence. With own offices in 10 countries, we employ over 600 people working alongside external experts and associates in about 200 locations throughout the world.

## The role:

As Acquisition and Project Manager in the Ecorys Framework Contract Unit, you will work in a team of motivated professionals working on Framework Contracts, mostly for the European Commission (EuropeAid). You will be responsible for the acquisition of the specific projects launched under the framework contracts (approximately 70%) and the implementation (approximately 30%) of the acquired projects.

## What will you do:

- Your main responsibility will be lot 9: Democracy, human rights, rule of law, gender equality and human rights-based approach;
- Identifying suitable experts and negotiating the financial terms;
- Composing the offer (including a budget and technical proposal) in close collaboration with the expert team;
- If the offer is awarded, managing the start-up, implementation and coordination of the project;
- Managing contacts with clients and function as the focal point for the project;
- Managing the consortium;
- Collaborating with other units to enhance and to build your skills and expertise in a specific area (e.g. in charge of large technical assistance or small-scale evaluations).

## What you will need:

- Bachelor's Degree or equivalent; plus a minimum of 3 years relevant working experience in international development, preferably with managing EuropeAid Framework Contracts;
- Result driven, good negotiation skills and client focus;
- Excellent communication and networking skills;
- Strong commercial outlook and proven ability to win public tenders;
- Team player with hands on mentality, a "Can Do" attitude and result oriented;
- Excellent time-management, multi-tasking and organizational skills;
- Working knowledge of French would be a strong asset due to the high number of requests in Francophone countries.

## Who are we and what we do:

The Ecorys Framework Contract Unit is part of the International Development Unit (IDU), which leads on Ecorys' work in developing countries with specialist international teams in the Netherlands, Belgium, the UK, Bulgaria, Zambia, Ghana and India, allowing you to work in a truly international environment. Our projects cover an array of subjects and clients worldwide.

Ecorys is involved in the Services for the Implementation of External Aid 2023 Framework Contract (FWC SEA 2023), covering most of the sectors we work in, including leading on:

- Lot 6: Macro-economic analysis, fiscal policies, budget support,
- Lot 10: Civil society and local authorities,
- Lot 11: Security, conflict prevention, sustaining peace and building resilience, and
- Lot 16: Evaluations at intervention level.

We are also actively working in:

- Lot 1: Climate change, sustainable energy, nuclear safety,
- Lot 3: Food systems, sustainable agriculture and nutrition,
- Lot 5: Science, technology, innovation and digital,

**Department:**  
Ecorys Global

**Location:**  
Sofia

**Education Level:**  
University Degree (Bachelor)

**Deadline:**  
13-03-2026

**Country:**  
Bulgaria

- Lot 7: Micro-economic analysis, investment climate, private sector, trade and employment,
- Lot 9: Democracy, human rights, rule of law, gender equality and human rights-based approach,
- Lot 15: Monitoring,
- Lot 17: Strategic evaluation.

**What we offer:**

Ecorys offers an inspiring and vibrant environment that allows our colleagues to get the best out of themselves. You will work with young and enthusiastic consultants that are top-class in their field and strive for change and progress. Our culture is characterised by limited hierarchy, open communication and minimal red tape. We offer a competitive package with the possibility of further progressions based on performance.

If you are interested, we would like to receive your resume via our online application form. Applications are open until 13 March 2026. After you submit your application letter and CV, we will review them. If they meet our criteria, we will invite you for an initial interview to get to know each other and assess mutual compatibility.