

AI, Data & Robotics Client Engagement & Partnerships Manager

FARI – AI for the Common Good Institute (Brussels, Belgium)

Full-time · One-year contract (with potential for a permanent contract thereafter)

Administratively attached to ULB

About FARI

FARI – AI for the Common Good Institute is a joint institute of the Université Libre de Bruxelles (ULB) and the Vrije Universiteit Brussel (VUB), bringing together researchers from 10 research groups specializing in Artificial Intelligence, Robotics, Data, Law and Management. Located at BeCentral, in the heart of Brussels (1000 Bruxelles), the institute serves as a hub for interdisciplinary research and collaboration, leveraging expertise across multiple domains to drive innovation and knowledge-sharing.

Beyond its research and academic activities, FARI supports public and private organizations in understanding, adopting and transforming with AI, data and robotics. It does so through a growing portfolio of activities: executive education programmes, consultancy assignments for public and private organizations, and a range of service contracts helping organizations navigate their AI and robotics transformation.

About the team

The FARI Central support team helps both ULB and VUB researchers in their research and innovation projects, as well as companies and public administrations in the digital transformation of society.

To help the FARI research community as well as the stakeholders we work with (citizens, public administrations, companies), we are expanding this team, based at BeCentral, to develop new services to support FARI's objectives.

To accelerate the growth of its training and services portfolio, FARI is looking for an **AI, Data & Robotics Client Engagement & Partnerships Manager** (m/f/x): a proactive, client-facing professional who will develop new business opportunities and build lasting relationships with organizations in both the public sector and industry. This position will be administratively attached to ULB.

The role

You will be a driving force behind the acquisition of new training, consultancy and service contracts. This is emphatically **not** a back-office role: you go out to meet clients, you open doors, you create opportunities. You do not wait for clients to come to FARI, you bring FARI to them.

Working in close coordination with the FARI Central support team, and under the joint supervision of the Operational Director and the Academic Directors, you will act as the interface between clients and FARI's experts, from the first contact through to the signature of the contract and the handover to the delivery teams.

Your responsibilities

- **Proactively identify and pursue new business opportunities** for FARI's executive education, consultancy and service offerings, in the public sector and in the industry.
- **Build, maintain and expand a network of client relationships** through face-to-face meetings, events, conferences and targeted outreach.
- **Represent FARI externally**: present the institute's offering to prospective clients, at fairs, professional events and networking occasions.
- **Translate client needs into concrete proposals**, in collaboration with FARI's researchers and follow proposals through to contract signature.
- **Nurture existing client relationships** to generate repeat business, extensions and referrals.
- **Feed market intelligence back into FARI**: signal emerging client needs, market trends and opportunities to inform the development of new offerings.

Your profile

- You hold a university degree (Master's level or equivalent through experience).
- You have **experience in a client-facing business development, sales, account management or consulting role in the private sector**, ideally involving the sale of knowledge-intensive services (training, consulting, technology services or similar).
- You are **proactive**: you are comfortable with outbound prospecting and cold outreach.
- You are an excellent communicator and relationship-builder, at ease in face-to-face interactions with senior interlocutors in both companies and public organizations.
- You have a **genuine interest in AI, data and robotics** and in their responsible adoption by organizations; deep technical expertise is not required.
- You are fluent in **French and English**; knowledge of **Dutch is a strong asset**.
- You work autonomously, take initiative, and thrive in a small, dynamic team at the crossroads of academia, industry and the public sector.

What we offer

- A full-time position with a **one-year contract**, with the potential for a **permanent contract** thereafter.
- Employment by ULB, with a salary in accordance with the University's salary scales, commensurate with your experience.
- A workplace at **BeCentral**, at the heart of the Brussels digital ecosystem, in direct contact with decision-makers from industry, government and academia.
- The opportunity to shape the commercial development of a young, mission-driven institute and to have a visible impact on its growth.
- A stimulating, multidisciplinary and multilingual working environment.

How to apply

Please send your CV and a cover letter explaining your motivation to **info@fari.brussels**.

- **Deadline for application:** September 10, 2026
- **Start date:** As soon as possible

Interviews will include a practical case in which candidates will be asked to pitch FARI's offering to a fictitious client.

Note : As per ULB's equal opportunity policy: We recruit candidates based on their skills, regardless of their age, gender, sexual orientation, origin, nationality, beliefs, disability, etc. Candidates with an illness, disorder, or disability who wish to request reasonable accommodations during the selection process have the option, when applying online, to check a box that alerts the Recruitment team, allowing them to adapt the selection procedures accordingly. If a candidate with an illness, disorder, or disability is pre-selected by the SSRM team for the position you requested to be published, the Diversity Projects Officer within the team (sophie.veys@ulb.be) will contact you to provide further information about the candidate's profile.