

CEO of Mobile World Capital Barcelona

Mobile World Capital Barcelona is a public-private foundation whose purpose is to help MWC Barcelona, organised by GSMA, to cement its position as the industry's preeminent technology event. It also seeks to leave an economic and social legacy as the capital of mobile technologies, principally in Barcelona yet also extending this legacy to Catalonia and Spain by forging complex partnerships with aspirational goals.

The Foundation currently has four programmes in place:

- Smart communications. Making Barcelona, Catalonia and Spain a laboratory for use cases of frontier telecommunications services (such as 5G, Wi-Fi 6, Satellite, etc).
- Digital Future Society. Making the city of Barcelona and Spain a benchmark in technological humanism and digital rights by supporting initiatives which foster digital inclusion to leave no one behind.
- Barcelona Digital Talent. An alliance which helps to narrow the gap between digital talent demand and supply in the Barcelona metropolitan area ecosystem.
- The Collider. A programme which unlocks the transfer of scientific excellence in Spain to set up new high-value, high-impact businesses combining scientific and entrepreneurial talent (Deep Tech & Tech Transfer).

The Foundation has an annual budget in the order of €20 million. About 50% of this sum is allocated to driving MWC Barcelona and the other 50% to its economic and social legacy as a technology capital. We have a team of around 50 staff members.

We need the experience of a person to lead and help maximise the legacy by taking the organisation to a new stage of economic and social impact.

What are the responsibilities of the position?

- Anticipating trends and opportunities to maximise the legacy in the ecosystem and drive a strategic plan featuring programmes endorsed and regularly reviewed by the Board of Trustees (acting as a members' meeting) and the Executive Committee (acting as a Board of Directors) which target unmet initiatives in the ecosystem.
- Promoting partnerships and alliances with public and private organisations which help to maximise income and legacy and efficiently managing the income statement to close the year with a surplus.
- Sharing an aspirational strategic vision which makes it easier to attract talent by building a constructive climate and culture for team development and renewing and retaining certification as a Best Place to Work.
- Providing guidelines and delegating to and empowering teams to achieve their full potential.
- Ensuring adherence to procurement, transparency and compliance processes.
- Effectively communicating the organisation's achievements internally and externally with an emphasis on impact indicators (KPIs) over and above operational ones.
- Representing the Foundation at events and in agreements and contracts with third parties.
- Coordinating and galvanising the Foundation's steering committee.
- Managing calmly in uncertain environments and furthering organisational flexibility where needed.

Professional profile

- Higher academic qualifications. An MBA, Executive Development Programme, General Management Programme or similar would be a plus.
- Fluent in SPANISH and CATALAN and a high level of ENGLISH.
- Familiarity with the technology community and its talent system and Barcelona's relational ecosystem.
- Vision and strategic conceptualisation, ideally with a marketing and social communication rather than product focus.
- Strong management experience with the ability to manage a framework of trust and cooperation with all tiers of government in a completely neutral and independent manner.
- Over 10 years of experience in preferably multinational companies and outstanding management schools or equivalent experience in the public and public-private sector.
- Proficient in working with modern tools and analytical management systems, etc., and with proven ability to get your teams to embrace these working systems.
- International experience, either because you have lived or worked abroad or because you have been involved in missions and projects closely tied to the international expansion of leading companies.
- Managerial experience and a reasonable economic and business vision in everything you undertake. Awareness of investment and required return.

Personal characteristics

- Strategic mindset and ability to set out the direction of the organisation in the medium term and translate the strategic vision into operational plans. This should be coupled with strong operational skills to lead the Foundation to deliver tangible results and stay focused by aligning resources with the Foundation's operational plan.
- Relational skills to engage in seamless discussion with and report directly to the Foundation's trustees, including their senior representatives, and also maintain smooth and coordinated liaison with the Foundation's trustees and stakeholders.
- High-level political and interpersonal skills: able to build trusting relationships which are professional, reliable and robust and anchored in the ability to listen, empathise and connect with diplomacy and influencing skills to identify shared issues and achieve the most satisfactory outcome for both parties.
- Ability to summarise and attain consensus to establish common ground between the diverse needs and priorities sometimes raised by the trustees and operational capability to stay on track with the Foundation's roadmap.
- International professional and/or academic background and proficiency in English as one of your main relationships will be with GSMA, the owner of the MWCongress event.
- Integral leadership: team management, development and motivation. Ability to lead others and lead yourself (influence, ascendancy, self-control).
- Experience in communication and media relations (spokesperson) and events (conferences and congresses as a speaker).
- Commercial skills and the ability to lead a project management team by developing it, challenging it and making it a group of excellence in achieving results in the short, medium and long term. We are not looking for someone who wants to win today at any cost but rather someone who can forge and maintain trust-based relationships with the trustees and other stakeholders and with the city and Spain in general.

- Tactical vision and planning: reconciling the short term (achieving results, oversight and continuous improvement) and the long term (listening to the trustees and society in general) and enabling the company to adapt flexibly.
- Project management skills and following up on appropriate project implementation.
- Decision-making with initiative and personality but also with common sense and combining drive and calmness.
- Entrepreneurial spirit. You will be expected to come up with new ideas, take the lead and make proactive and constructive proposals. As such, you are not only a thinker and theoretician but will also bring initiative, management skills and a results-oriented approach. You will be a driving force for change and continuous improvement able to push the Foundation's activities to achieve the targets set.
- You must be a person who delivers, is proactive and makes things happen. You can carry out and take ownership of decisions or initiatives which are put to you.
- Ability to adopt a cross-cutting approach. Bringing openness to communications and collaborative work with Spain other agencies and groups.
- We need someone with a high degree of responsibility, reliability, integrity and allegiance to the project who has a strong work ethic and is motivated by a position which calls for extra commitment and full engagement (able to "roll up their sleeves" whenever necessary).

Particularly desirable:

- Public sector experience (procurement and processes).
- Commercial skills and extensive networking to support revenue growth in the organisation.
- International experience (training, work, relational).
- Proven leadership and team management skills.

Assessment method:

- Interviews with executives from the recruitment company (Seeliger y Conde).
- Interviews with members of the Foundation's Executive Committee.

MWCB package:

MWCapital will provide a competitive salary plus a first-class working environment and access to all the Foundation's resources and benefits.

How to apply:

If you are interested in this position, please email your CV to mail.bcn@syc.es with **REF CEO MWCB**