



MEMBERSHIP MANAGER – FAR EAST

Closing date: **31 January 2020**

THE ROLE

As Membership Manager for the Far East, you will be the dedicated local representative for our 97 members based in this region. You will lead on all LEEA activities in the region with support from your colleagues in the UK.

This role supports and promotes the interests of LEEA members, who are all involved in the lifting industry. You will help to improve the profile of LEEA membership and showcase the value of working with LEEA members. You will support our current members in reaching full member status, working with their directors and senior managers to achieve this.

Duties include:

- Conducting technical audits on member companies
- Supporting member companies in creating and fulfilling their LEEA delivery improvement plans
- Developing retention and support plan for members
- Developing a suite of member benefits
- Liaising with linked end-user markets to raise the profile of LEEA members in key industries, including mining, construction and energy production
- Arranging and managing members meetings
- Developing relationships with key stakeholders and influences

ROLE REQUIREMENTS

The role requires frequent travel to the Far East region, as well as other UK and international travel.

Applicants must have:

- Experience of the lifting industry
- Excellent networking skills
- Excellent customer service and relationship management skills

Other Attributes:

- Ambition to become an industry expert
- Skills in building impactful relationships
- Influencing and negotiation skills
- Able to work on your own initiative
- Able to work as part of a remote team

SALARY AND BENEFITS

We can offer a highly competitive salary and benefits package, including company vehicle or vehicle allowance, first-class pension and health insurance products in line with the role and the candidate's experience.

ABOUT LEEA

The Lifting Equipment Engineers Association (LEEA) is established across the world as the leading trade association for all those involved in the lifting industry. We have 1200 members in 73 countries.

Our organisational vision is

*To promote enhanced standards and sustainable development
for the worldwide Lifting & Safety Industry.*

Our mission is to educate, influence and enable so that best practice is normal practice.

Our Strategic Priorities are to:

- Support our members to identify and manage risk
- Protect and promote our members' interests
- Provide our members with a competitive edge

To deliver this vision, LEEA strives to be:

- Member focused – everything we do must be aimed at improving the position of our members
- Outward facing – we will build relationships with the sectors in which our members work
- Forward looking – we will look to the future and develop solutions which ensure that our employers stay ahead of the curve
- Insight sharing – we will share our work and insights with our members
- Excellence seeking – at all times we must aim to be excellent

TO APPLY

To apply, please email your CV together with a detailed covering letter to jessica.coxsedge@leeaint.com