

Event Project Manager with Strong Commercial Understanding

Do you want to create exceptional events that deliver both memorable experiences and strong business results?

LOCATION

Copenhagen, Denmark

EMPLOYMENT TYPE

Full-time

START DATE

As soon as possible / by agreement

K13 Events is looking for an experienced and commercially minded **Event Project Manager** who can combine professional event management with strong skills in sales, client relations, and financial understanding.

We are looking for someone who not only excels at planning and executing events but also understands the value of supplier negotiations, pricing strategies, and building long-term client relationships.

01 About the Role

As our Event Project Manager, you will be responsible for managing projects from the initial client dialogue through to successful event execution. You will identify client needs, develop tailored solutions, and ensure projects are delivered on budget while maintaining a strong focus on quality and profitability.

You will become a trusted advisor to our clients and play a key role in developing both existing accounts and new business opportunities.

02 Key Responsibilities

- ◆ Plan, coordinate, and execute events from concept to completion
- ◆ Sell event solutions to both new and existing clients
- ◆ Prepare proposals, quotations, budgets, and presentations
- ◆ Advise clients on event concepts, activities, and experience design
- ◆ Negotiate with suppliers and strategic partners
- ◆ Source, evaluate, and manage supplier quotes and agreements
- ◆ Ensure strong project economics, budget control, and profitability
- ◆ Build and maintain long-term client relationships
- ◆ Coordinate logistics, staffing, and resources before and during events
- ◆ Participate in event execution

03 We Are Looking For Someone Who

- ✓ Has proven experience in event planning and event execution
- ✓ Has strong experience in client management and sales
- ✓ Understands the relationship between pricing, quality, and profitability
- ✓ Has experience preparing budgets, quotations, and financial follow-up
- ✓ Is comfortable negotiating supplier agreements and securing competitive terms
- ✓ Can identify upselling opportunities and create value for both clients and the business
- ✓ Communicates professionally and confidently with clients, suppliers, and stakeholders
- ✓ Works in a structured manner and possesses a strong commercial mindset
- ✓ Thrives in a fast-paced environment with multiple ongoing projects

04 What We Offer

- ◆ A key role in an ambitious and growing event company
- ◆ The opportunity to work on exciting national and international projects
- ◆ Significant responsibility and ownership of your own clients and projects
- ◆ A passionate and professional team dedicated to creating exceptional experiences
- ◆ Excellent opportunities for personal and professional development
- ◆ Competitive salary based on qualifications and experience

05 Who Succeeds in This Role?

You are someone who feels equally comfortable presenting to clients, negotiating with suppliers, and managing project budgets. You understand that successful events are built on strong relationships, professional project management, and sound commercial decision-making.

You are motivated by creating outstanding client experiences while ensuring projects remain financially successful and sustainable.



— CAREERS AT K13 EVENTS

Apply Now

Please send your CV and application to:

info@k13events.dk

Interviews will be conducted on an ongoing basis, and the position will be filled once the right candidate has been found. We look forward to hearing from you.