

EIT Innovation Communities are designed as pan-European partnerships that bring together business, research centres and universities with the aim to tackle major societal challenges in areas with high innovation potential. To find out more, please visit www.eit.europa.eu

The European Institute of Innovation and Technology (EIT) recently launched the building of the Innovation Community Manufacturing. EIT Manufacturing's mission is to bring European manufacturing actors together in innovation ecosystems that add unique value to European products, processes, services – and inspire the creation of globally competitive and sustainable manufacturing. www.eitmanufacturing.eu

EIT Manufacturing now invites applications for the position of

Business Creation Manager

Full-time position at the EIT Manufacturing Co-Location Center (CLC) Central

About the position

The Business Creation Manager at EIT Manufacturing will facilitate and drive, together with the local as well as the global teams, our Business Creation activities in countries of the Co-Location Center perimeter: Belgium, Germany, Ireland, Luxembourg, Netherlands and Poland.

More specifically, the position encompasses the responsibility to manage the operations of Business Creation locally and engage with local participants in our Business Creation activities. The Business Creation Manager will also be a contributor of strategic inputs, working in strong connection with Business Creation and CLC Director.

Missions and key Accountabilities:

- Build, manage and develop the local EIT Manufacturing startups/scaleups portfolio
- Support EIT Manufacturing startups/scaleups by coaching/mentoring
- Engage and leverage local network partners, e.g. accelerators, incubators and business agencies
- Monitor Business Creation activities and their contribution to KPIs (including societal impact)
- Develop strong relationships with industrial clients, supporting them to grow their business across Europe
- Work on industrial clients' innovation opportunities, via the negotiations and execution of Proof of Concepts (POCs), sales and commercial agreements
- Work in team and transversally to EIT Manufacturing, contributing with ideas and carrying out part of transversal efforts
- Contribute to Business Creation Strategy, working hand in hand with Business Creation Director

The Business Creation Manager is accountable for KPIs related to the assigned activities.

Qualifications:

- Master's Degree (or equivalent) or MBA with majors in: entrepreneurship, business management, engineering, commerce or finance. Education related to manufacturing sector is a plus
- At least 5 years of relevant working experience in start-ups/scale-ups ecosystems, technology markets and innovative start-ups (in incubators, accelerators, and / or management teams of startups)
- Good command of IT tools (Office, Visio for flowcharts, web collaborative tools...)
- Fluent in English and language of the place of work. Other European languages will be considered as a plus.

Skills:

- You have excellent project management skills and proven capacity to deliver results
- You are analytical and detail oriented
- You have a proven ability for connecting with people
- You combine strong communication and listening skills
- You have a strong sense of ownership with proven record of delivering results
- You are proactive, independent and trustworthy
- You respect timelines and deadlines
- You are a team player able to engage with employees with different backgrounds and culture
- You enjoy working in matrix-organisations and multinational teams
- You show a can-do attitude and you are willing and eager to learn

Experience (strong plus):

- International experience
- Expertise and experience in the manufacturing sector is a plus
- Work with European Commission funded programs (e.g. Horizon programs)

We offer:

- a full-time, unlimited duration employment contract under German labor law
- a start-up mindset, fast and flat processes, straight internal communication, low hierarchies, and freedom to operate
- a friendly atmosphere within a dynamic team at modern and well-located office facilities

Location

The role location will be at EIT Manufacturing Central in Darmstadt (Germany). Alternative work locations within the geographic coverage of EIT Manufacturing Central are possible. Attendance in Darmstadt (Germany) required with an average of 3-4 working days per month. Frequent travel within Europe can be expected.

Equal opportunities

EIT Manufacturing values diversity and applies policies of equal opportunities. We welcome applications without discrimination, on any grounds. Candidates considering their interests having been prejudiced by a decision in a selection process may request a review of, or launch an appeal against, the decision adversely affecting them.

Selection Committee

A Selection Committee will be appointed to carry out the evaluation of applications submitted. Please note that the Selection Committee's internal proceedings are strictly confidential.

Shortlisted candidates may be invited for an interview at EIT Manufacturing. Candidates may be asked to provide proof of qualifications, background, skills, and experiences by providing relevant documents.

Protection of personal data

Candidates' personal data are processed as required by Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation). For more information, please check the privacy statement on recruitment available [Privacy Notice](#).

Application

A complete application should consist of

- (i) a full curriculum vitae,
- (ii) a covering letter describing briefly how you meet the criteria outlined and your vision for the role

The application should be sent via e-mail to: hr.bc@eitmanufacturing.eu
with subject header "EIT Manufacturing Business Creation Manager Darmstadt".

The application should be written in **English**.
Only complete applications will be evaluated.

Closing date is **30 April 2022**.

For further information, please contact hr.bc@eitmanufacturing.eu

Please join us on this exciting journey. Send us your application now!