

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 creation 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 – EIT Manufacturing Central

Full-time position at EIT Manufacturing Central in Darmstadt, Germany (Hybrid)

About Business Creation

EIT Manufacturing's Business Creation (BC) activities aim to empower startups, SMEs, Intermediate and large Corporates which show ambitious growth, profitable and sustainable business model, and an orientation to make social impacts in Europe.

We work for the European manufacturing innovation community, supported by a large consortium of more than 80 partners coming from Corporates, Research and Technology Centers, and Universities. We cooperate with many Network Partners, notably Technical Experts and Investors, to allow the emergence and development of business across European countries. To support our ecosystem, customers, and partners, we offer following services:

- Business Development Support
- Access to Finance
- Support for Transformation
- Expertise Services such as IP management
- Event Support/ Matchmaking
- Coaching / Mentoring

About the Co-Location-Center (CLC) Central

The CLC Central is an integral part of the governance of EIT Manufacturing, and fosters connectivity with local ecosystems through the provision of physical spaces for interaction. It initiates, hosts and implements the various EIT Manufacturing activities and provides a platform for discussion of innovative ideas. CLC Central identifies and builds new commercial opportunities to further substantiate EIT Manufacturing's long-term sustainability and is actively involved in helping to secure funding for Innovation, Education and Business Creation activities. CLC Central also identifies and exploits promising opportunities for activities with other CLCs across Europe. CLC Central covers the countries: Germany, Netherlands, Belgium, Luxembourg, Poland, Ukraine and Ireland.

About the position

The Business Creation Manager builds and strengthens the bridge between startups and potential manufacturing customers, working hand in hand with multiple stakeholders. The key targets of the actions are SMEs, mid-cap companies, and Corporates.

The Business Creation Manager enables the companies in Manufacturing community to develop and grow across Europe, by leveraging the full capabilities of EIT Manufacturing and its partners including experts, investors and research institutes.

Key Accountabilities

Engagement with startups

The BC Manager will engage with startups to:

- support startups in their activity of business definition and execution
- connect startups to potential customers, enabling those startups to grow commercially

Prospection and engagement of SMEs / Mid-Caps / Corporates

The objective is to build a portfolio of SMEs, Mid-Caps, and Corporates in Manufacturing across Europe which are customers and/or partners of the Business Creation team.

Engagement with investors: VCs/CVCs

The BC Manager will engage with the investor community to introduce leading startups and foster equity investments in selected startups

Delivery of services to startups, SMEs, Mid-Caps and Corporates

The BC Manager will deliver to Business Creation customers/partners following services:

- Business Development Support
- Support for transformation
- Expertise Services
- Coaching / Mentoring

The delivery of those services should generate sustainable revenues, via the different business models available in the Business Creation pillar.

Contribute to the overall Business Creation Strategy

The BC Manager will contribute to:

- Building the organization reputation and brand
- Identifying trends to be incorporated in Business creation strategy
- Cooperating with other EIT Manufacturing teams (Education, Innovation, and Regional Innovation Scheme countries) and other European organizations (EIT, KICs, etc.)
- Work closely with BC managers in offices across Europe to identify Europe-wide best practices and business opportunities.

Engagement with regional innovation ecosystems

The BC Manager will support the development of the CLC strategic goals by engaging relevant stakeholders from the local manufacturing and innovation ecosystem e.g. research institutions, trade organisations, accelerators, national and regional business support organisations

Qualifications and Experience

- Master's Degree (or equivalent) or MBA with majors in: engineering, science, business, commerce or finance. Education related to manufacturing sector is a plus.
- 3+ years commercial experience within a manufacturing company (applicants with more experience also encouraged to apply)
- Business experience in one or more of: Germany, Netherlands, Belgium, Luxembourg, Poland, Ukraine, Ireland
- Fluent in English and German. Other European languages considered as a plus
- Significant exposure to innovation ecosystem (Startups, Technology Transfer offices, etc.)
- International and multidimensional environments work experience
- Significant experience in transversal role, interacting with people from multiple backgrounds
- Experience in sales and marketing is considered a plus
- Experience with EU-funded projects or public financing institutions is a plus

Skills: Capacity to

- develop business for both startups and established companies
- negotiate, win deals, and generate commercial revenues
- build long term relationships with a diversity of stakeholders
- understand the public- private partnerships environment
- work in a team, with strong cooperation and results oriented mindset
- collect, analyse, share and present complex information
- operate with high level of autonomy and good interpersonal skills

What we offer

- making an impact in European Manufacturing, on both financial and social sustainability (jobs creation, transition to greener planet, diversity in companies)
- exposure to the latest manufacturing technologies and the innovation community
- a new organisation. low hierarchies, freedom to operate and bring new ideas
- collaborative atmosphere within a dynamic team at modern and well-located office facilities
- a full-time, unlimited duration employment contract under German labour law

Location

The role location will be at EIT Manufacturing Co-location Center Central, in Darmstadt, Germany with the opportunity for travel across Europe. A hybrid working arrangement may be considered depending on the candidate, but regular presence in the CLC offices in Darmstadt is required.

Reporting

The position reports directly to the CLC Director and indirectly to the EIT Manufacturing Director of Business Creation.

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. 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 and (ii) a covering letter describing briefly how you meet the criteria outlined and your vision for the vacancy. Please send your application via e-mail to: central@eitmanufacturing.eu with subject "EIT Manufacturing Business Creation Manager CLC Central".

The application should be written in **English**.

Only complete applications will be evaluated.

Closing date is the 15 June 2023.

For further information, please contact: central@eitmanufacturing.eu

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