

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 Analyst for Innovation Projects – Innovation Pillar

Full-time position at the EIT Manufacturing ASBL in Paris, France

About the position

Since 2020, EIT Manufacturing has supported financially numerous pan-European consortia, and the portfolio of supported projects is expected to grow in the next 5 years. The supported companies are developing technologies and solutions shaping the future of the manufacturing and are expected in return to contribute to the income mechanisms (financial sustainability) of EIT Manufacturing. The role will focus on these mechanisms within the Innovation portfolio of projects and activities, and the annual tracking of projected against actual income.

The Commercial Analyst will handle the existing portfolio of financial sustainability agreements, the development of new such agreements from 2023 and manage the annual financial reviews of those agreements. She/he will also support partners in the preparation and in the implementation of such agreements. She/he will define a proper framework for financial sustainability at submission stage and to support innovation activities to reach their goals.

The position reports directly to EIT Manufacturing Director of Innovation at the HQ of the organization. It will liaise with the Legal point of contact for financial sustainability matters and with the Manufacturing SASU, EIT Manufacturing's commercial branch

Key Accountabilities:

- Contribute to the definition of the Innovation pillar's financial sustainability strategy.
- Covering all financial aspects of Innovation calls through proposal lifecycle.
- Provide a first point-of-contact for innovation funding applicants on financial sustainability.
- Define the associated framework for funding applications and support applicants at submission stage through training, webinars and ad-hoc activities (support/mentoring in business analysis, market strategy, etc.).
- Responsibility for tracking and monitoring of Financial Sustainability Mechanisms (FSM).
- Facilitate discussions as well as design and run workshops on FSM issues.
- Conduct annual review of Commercial Agreements with external signatories.
- Run the annual cycle of commercial negotiations to conclude new legal agreements.

- Liaise with the Head of Finance, Manufacturing SASU Director and Legal point of contact, as necessary.
- Liaise with other pillars, in particular Business Creation, to design services supporting the achievement of financial sustainability targets.

Qualifications:

- You hold a master's degree or equivalent related to business management, finance AND/OR a Master's Degree or equivalent in Engineering Science.
- You have at least 5 years of professional experience in the sector of commercial contract management, financial control and negotiation. Experience of EU/national funding mechanisms would be a strong advantage.
- Financial knowledge and understanding about the cost structure of a product and a service proven by a past experience in controlling or as business analyst
- Knowledge of contract law will be beneficial but not essential.
- You are fluent in English and preferably in French. Any additional EU language is a plus.

Skills:

- Experience of working within European programmes, rules, and frameworks
- Experience in contract negotiation, supplier management, and contract development or revision.
- Entrepreneurial skills would be a plus.
- Demonstrated ability to design monitoring systems.
- Evidence of working with public and private sectors to achieve commercial agreements
- Capable of running, designing, and documenting training workshops
- Strong sense of ownership with proven record of delivering results
- Strong communication skills
- You are proactive, independent and trustworthy
- You respect timelines and deadlines
- You enjoy working in matrix-organisations and multinational teams
- You show a can-do attitude, and you are willing and eager to learn

We offer:

- a full-time, unlimited duration employment contract under French labour 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 ASBL, Paris (France).
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. Candidates may be asked to provide proof of qualifications, background, skills, and experiences by providing relevant documents.

Protection of personal data

Applicants' personal data are processed as required by Regulation (EC) No 45/2001 of the European Parliament and of the Council of 18 December 2000 on the protection of individuals with regard to the processing of personal data by the Community institutions and bodies and on the free movement of such data (Official Journal of the European Communities, L 8 of 12 January 2001). This applies in particular to the confidentiality and security of such data.

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.innov@eitmanufacturing.eu with subject header "EIT Manufacturing Business Analyst for Innovation Projects".

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

Closing date is the **13th of February 2023**.

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

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