

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 about please visit www.eit.europa.eu

The European Institute of Innovation and Technology (EIT) has 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. EIT Manufacturing now invites applications for the position of

Business Manager – Manufacturing SASU

Remote position with access to shared working space

About the position

The position is about supporting the commercial entity Manufacturing SASU to develop its activities and support the Managing Director in defining the strategy to develop and commercialize value added services. Manufacturing SASU is a 100% owned and controlled subsidiary of EIT Manufacturing

Key Accountabilities

- **Development of value added commercial services**
 - In support of the overall service strategy of EIT Manufacturing, you collaborate with the Directors of Innovation, Education, Business Creation and RIS to identify the value added services that could be piloted and developed.
 - You support the Managing Director of Manufacturing SASU in developing the portfolio of services and raising the financial awareness and business mindset within EIT Manufacturing.
 - You create communication materials (pitch) to explain the role of Manufacturing SASU and what can be offered, in all regions.
 - You support the Managing Director of Manufacturing SASU in the identification of funding opportunities to accelerate the development of the commercial entity.
- **Monitoring and review of the commercial service agreements**
 - You coordinate among the different lines of business the consistency of the revenue mechanisms for all commercial service agreements.
 - You use the standard framework for commercial service agreements and negotiate if needed with third parties the terms and conditions for all contracts, you intervene as a support to the different lines of business.
 - You organize webinar and material to explain how it works, what to do and what not to.
 - You train internally the relevant people to increase their awareness on financial stakes.

Qualifications and experience

- **Minimum of 8 years of experience as Business Manager**
- **Good knowledge of financial mechanisms and comfortable with reviewing contracts**
- Willingness and ability to go beyond improving processes and propose new ideas to automate as much as possible all processes

Skills and expertise:

- Process-oriented with attention to detail and ability to best combine analytical thinking with creativity
- Outstanding communication skills verbally and in writing. Excellent command of the English language is mandatory. Additional European languages a plus
- Well-developed organizational skills and willingness to improve the organisation through novel ideas and solutions
- A team player who understands the importance of team work in an international environment
- Independent and trustworthy
- Very organized, proactive, service-oriented, capable of multi-tasking
- Expert user of software tools such as Office tool suite, especially Power Point and Excel

What we offer:

- A growing international environment with the opportunity to structure and improve the whole process of Operations
- Our working language is English

Location

The role location will be remotely and accessibility to different working space where other legal entities are is possible.

Reporting

The Business Manager will report to the Managing Director of Manufacturing SASU.

Equal opportunities

EIT Manufacturing applies a policy of equal opportunities and accepts applications without discrimination on any grounds.

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 and (iii) be sent via e-mail to: hr.hq@eitmanufacturing.eu with subject “**Manufacturing SASU – Business Manager**”.

The application should be written in **English** and please note that only complete applications will be evaluated.

Closing date is **3 June 2023**.

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

Participate in this exciting journey and send us your application now!