

## About EIT Manufacturing

*EIT Manufacturing, a Knowledge and Innovation Community (KIC) under the umbrella of the European Institute of Innovation and Technology (EIT), is focused on supporting entrepreneurship, innovation, and education, to add unique value to European products, processes, services – and inspire the creation of globally competitive and sustainable manufacturing. [www.eitmanufacturing.eu](http://www.eitmanufacturing.eu)*

*EIT Manufacturing brings together leading organizations along the entire value chain – smaller companies, larger industrial corporations, excellent academic and research institutions, and public sector organizations. Together we work toward a more competitive manufacturing ecosystem in Europe by removing barriers to innovation, promoting talent and education, leveraging enabling technologies and exploiting key data. EIT Manufacturing has Central Offices in the Paris area and develops activities across a network of Impact Centers (IC) in Gothenburg, Darmstadt, Vienna, Milan, Athens and San Sebastian. EIT Manufacturing has more than 170 Core and Associate Partners.*

*EIT Manufacturing now invites applications for the position of*

# Senior Director, Growth for Impact

Full-time position at EIT Manufacturing

## About the position:

The EIT Manufacturing Senior Director, Growth for Impact will lead the development of activities both through the strategy and implementation of Calls for Proposals and through the design and marketing of commercial services around Innovation, Business Creation and Education & Training.

The role will include the definition of a long-term strategy to develop the financial sustainability of EIT Manufacturing while reaching significant environmental and societal impact, ensuring that the right initiatives are implemented towards the community of manufacturing and technology partners and for external customers. This encompasses the analysis of the needs from the community, the launch and management of calls for proposals in Innovation, Education, Business Creation and specific programs for the RIS (Regional Innovation Scheme) countries, the improvement of existing services to reach optimal customer satisfaction, the development and launch of new services in line with the strategic objectives of EIT Manufacturing, and the marketing support to Impact Centers for the sales and delivery of the service portfolio.

## Key Responsibilities:

- Lead the Growth for Impact team.
- Overall responsibility of the Education & Training and Innovation / Business Creation activities, including strategic and implementation aspects and Knowledge Management
- Design and development of EITM services portfolio, covering both central services designed, sold, and delivered centrally, and field services designed centrally and sold and delivered by the Impact Centers. This encompasses the service scope, the identified benefits for customers, the analysis of the market potential, the definition of the standard workload to deliver the service, the tools used for the delivery of services.
- Marketing and Sales Coordination, including development of Go To Market strategies for the different customer target groups, pricing definition, packaging of services and service partnerships to ensure the desired Service Level and a strong scalability of the portfolio. Sales pipeline management and regional sales coordination and tracking, using Oracle NetSuite CRM tool.
- Call Program Management, from the drafting of guidelines, coordination of the selection process and monitoring of funded projects to ensure their successful delivery and commercial development.

- Interactions with the Impact Centers regarding the testing, implementation, and continuous improvement of the service portfolio, based on customer feedback, competitive analysis and commercial performance.
- Regular performance review and analysis of results on commercial and impact performance, along Key Performance Indicators. Reporting using the NetSuite ERP
- Collaborate with EIT Manufacturing central functions (finance, legal, PMO) to secure operational excellence and design the right framework (business plan, contract templates, ...) in accordance with governance defined by EIT and EU
- Collaborate with Investment Team and Corporate Affairs Team
- Risk analysis and mitigation.
- Budget design and management

**Skills and Qualifications:**

- Master's degree in business, Engineering, or any other scientific related field.
- Senior Team Leadership
- Strategic thinking acquired through management consulting or corporate strategy experience.
- Project management and organizational skills
- B2B Services strategy design and delivery
- Business acumen, with holistic and systemic approach
- Result driven approach and pragmatism.
- Problem solving and agility.
- Strong understanding of corporate, startup and academia needs and decision-making processes.
- Understanding of innovation levers and technologies
- Collaborative approach
- Capability to interface with different types of stakeholders and profiles
- Experience with European funding mechanisms, such as Horizon Europe
- Financial literacy and risk management
- Full proficiency in English, which is the working language. French and additional European languages are a plus.
- Excellent written and verbal communication skills
- Excellent command of the Office package

**Location:**

The position is based at EIT Manufacturing HQ in Paris area, France, with regular European trips to different offices locations and events. Partial home office is allowed.

**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,
- (ii) a covering letter.

The application should be sent via e-mail to: [hr.hq@eitmanufacturing.eu](mailto:hr.hq@eitmanufacturing.eu) with subject header "EIT Manufacturing Senior Director, Growth for Impact".

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

Closing date is **11/05/2024**.

For further information, please contact [hr.hq@eitmanufacturing.eu](mailto:hr.hq@eitmanufacturing.eu)

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