

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 Development and Innovation Manager – Education and Training activities

Full-time position at EIT Manufacturing West (in Donostia-San Sebastián, Spain). Remotely working from Spain, France or Portugal is also possible.

What we do

The EIT Manufacturing aims at increasing the innovation and entrepreneurial capacity in Europe through attracting, educating, skilling and upskilling individuals: students, workers and professionals. The Education programs and activities contribute to the EIT Manufacturing Strategic objective to close the skills gap in manufacturing talents and skills in Europe.

Education focuses on humans: engage, connect and empower them to become the backbone of a strong European Manufacturing Innovation Community; a prosperous and inclusive society.

Education in EIT Manufacturing is aligned with the objectives, principles and quality requirements of the European Institute for Innovation and Technology Label. The education pillar has developed several programs and assets to support the education of students, upskilling and reskilling of the manufacturing employees/professionals. They include among others Digital Learning and Teaching Factories' marketplace, Digital Learning Platform."; EIT Labelled programs for Master, Doctorates, Fellowships, and Non-Degree.

About the position

The *Business Development and Innovation Manager – Education and Training activities* will be accountable for the effective development, promotion, sales, and uptake of the EIT Manufacturing Education services and programs in the countries represented by EIT Manufacturing West regional office (which includes Portugal, Spain and France). The chosen candidate will be in charge of creating, directing, and growing the local EIT Manufacturing education ecosystem, which consists of students, academic institutions, RTOs, commercial enterprises, and training distributors. Further she/he will develop a strong understanding of the education and upskilling business in the area of manufacturing across covered countries; collaborate with the Education Team and

with the partners to enhance the EIT Manufacturing education offering. She/he will create and leverage business partnerships to reach the objectives in terms of registered students, students that become entrepreneurs, upskilled talents and revenue objectives.

Missions and key Accountabilities:

- Develop, promote, sell, and foster the uptake of the EIT Manufacturing Education services and programs in the countries represented by EIT Manufacturing West through the creation, management and maintenance of the local EIT Manufacturing education ecosystem (including, among others, students, universities, RTOs, industrial companies and training providers and distributors),
- Contribute to the achievement of EIT Manufacturing education objectives, and targets, such as registered students, students that become entrepreneurs, upskilled talents, and revenues,
- Entice students and clients to enroll in EIT Labelled programs and integrate them into the EIT Manufacturing community.
- Support the dissemination and promotion of EIT Manufacturing Education funded activities at the local level, building awareness and participation in training programs,
- Contribute to the implementation of the education strategy of EIT Manufacturing in collaboration with other departments,
- Develop strategic partnerships with key Education content providers, distributors and other relevant stakeholders in the region.

Qualifications:

- Master's Degree (or equivalent) or MBA with majors in business management, engineering, commerce, entrepreneurship, project/programme management of education or training activities or relevant work experience,
- Good command of IT tools (Office, web collaborative tools, Learning Management Systems),
- Fluent in English . Proficiency in Spanish, French and/or Portuguese is a plus.

Experience:

- Expertise in the field of education and training
- Knowledge of the manufacturing or hardware technology sector is considered as a plus
- Experience in promotion, sales, and uptake of (ideally) education programs
- At least 5 years of relevant working experience in education and training, technology markets and/or innovation management
- Established network of relevant stakeholders from industry and academia in the relevant countries.
- Experience with European Commission funded programs (e.g., Horizon Europe programs) will be considered as a plus.

Skills:

- You are passionate and goal oriented
- You have the capacity to create solid networks and connections
- You think creatively and strategically

- You have exceptional project management abilities and a track record of delivering results
- Your communication abilities are excellent
- You enjoy working in network with collaborative and multinational environment
- You are proactive, independent and trustworthy

We offer:

- A full-time permanent employment contract under Spanish 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 in San Sebastian or remotely from Portugal, Spain and France with occasional travel to other European destinations.
- Your contract with EIT Manufacturing can start immediately or on the time required by your current job.

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](#).

Team

You will work closely with the Senior Manager-Business Development and Innovation, the EIT Manufacturing West Director and the EIT Manufacturing's team across Europe.

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.west@eitmanufacturing.eu with subject header “**Business Development and Innovation Manager – Education and Training activities**”

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

Closing date is **6th September 2024**

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

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