

EIT Digital Accelerator seeks sourcing, fundraising and sales development specialists

EIT Digital

We believe in making and shaping a competitive digital Europe that is inclusive, fair and sustainable and aim at global impact through European innovation fueled by entrepreneurial talent and digital technology.

We embody the future of innovation by mobilizing a pan-European multi-stakeholder open-innovation ecosystem of top European corporations, SMEs, startups, universities and research institutes, where students, researchers, engineers, business developers and investors address the technology, talent, skills, business and capital needs of digital entrepreneurship. We build the next generation of digital ventures, digital products and services, and breed digital entrepreneurial talent, helping business and entrepreneurs to be at the frontier of digital innovation by providing them with technology, talent, and growth support. For more information, visit www.eitdigital.eu.

EIT Digital is an equal opportunity employer and values diversity. To build a strong digital Europe that works for everyone it is vital that we have diverse range of skills, knowledge and experience in the sector. Therefore, we welcome applications from anyone who meets the below criteria and encourage applications from women, ethnic minorities, and other underrepresented groups.

About the the EIT Digital Accelerator

The EIT Digital Accelerator (www.eitdigital.eu/accelerator) is at the heart of the EIT Digital strategy and supports growth of deep tech digital scaleups by helping them secure enterprise customers and investments in Europe. The EIT Digital Accelerator has been recognized as a world's top public Business Accelerator by UBI Global, and as one of the top 4 accelerator brands in Europe, according to Startup Heatmap Europe.

The Accelerator team is a distributed, pan European team of high profile business developers and fundraising specialists. We scout fast-growing deep tech European scaleups, admit them into the Accelerator, and, during the acceleration period, we support them in acquiring customers and raising funds from Venture Capital investors or Corporate Funds. Admitted scaleups are typically seeking to raise investments between 5 and 15 Mln Euro.

The Positions

The **Venture Sourcing Specialist** is member of the Sourcing Team of the EIT Digital Accelerator. You will be responsible for sourcing, scouting, analyzing, and contracting European technology scaleups to join the Accelerator. You will be identifying and engaging with the founders of high growth technology companies and convincing them of the Accelerator's value proposition to join our program. Responsibilities:

- Contracting and signing up selected target scaleups to join the Accelerator;
- Leading the scaleup scouting and sourcing activity in your region utilizing multiple channels;
- Executing outbound prospecting activities to build deal pipeline of attractive scaleups that match our selection criteria;
- Qualifying scaleups by interviewing the entrepreneurs, evaluating business plans, performing due diligence and competitor analysis;
- Preparing compelling investment memos and pitch decks by synthesizing the due diligence and presenting to internal selection committee for final decision.

The **Fundraising Specialist** is a member of the Access-to-Finance (A2F) team of the EIT Digital Accelerator. You will be responsible for initiating, driving, and closing series-A/B fundraising rounds for scaleups in our portfolio that are looking to raise venture capital from European investors and corporate venture funds.

Responsibilities:

- Closing fundraising deals for our portfolio scaleups with target investors in your region to meet investment targets for those scaleups;
- Building tailored investor lists and driving the fundraising process to get firm commitments on term sheets, funding amounts and deal closure timeline;
- Preparing fundraising preparation collateral for the scaleups (business plans, teasers, pitch decks) and fine-tuning their financing needs (amount, timing, use of proceeds, valuation);
- Organizing matchmaking opportunities between the scaleups and target VC funds, Corporate Venture funds, family offices, and national funding agencies;
- Executing investor engagement activities in your region, to increase visibility & recognition of EIT Digital Accelerator as a credible source of top quality deal flow.

The **Sales Development Specialist** is a member of the Access-to-Market (A2M) team of the EIT Digital Accelerator. You will be responsible for driving and executing the B2B sales and customer acquisition activities for our scaleups to achieve sales quota targets. You will be generating qualified leads of corporate customers, organizing corporate matchmaking opportunities and providing maximum support to close commercial deals. You will work closely with the scaleups to help them grow internationally and gain access to new markets through new customer acquisition. Responsibilities:

- Closing commercial deals with corporate customers to meet sales quota for the selected scaleups;
- Generating qualified B2B leads of corporate buyers and organizing discovery meetings with the selected scaleups;
- Executing outbound prospecting activity (via email, linkedin, phone, face-to-face meetings) for the selected scaleups;
- Organizing corporate matchmaking opportunities with potential corporate buyers, and providing maximum support in closing commercial deals;
- Building a sustained pipeline of accounts by actively prospecting via cold-calls, lead follow-up, personal relationships, executive introductions, social selling and email marketing;
- Developing new-market-entry and customer acquisition action plans with the CEOs of the scaleups.

All positions report to the Head of the EIT Digital Accelerator.

Qualifications and Experience

- An MSc in STEM, preferably Computer Science, is a requirement. An MBA is a merit;
- 5 to 10 years of relevant experience in scaleup scouting, technology selling, closing deals, venture capital fundraising in scaleup accelerators or VCs in the technology sector;
- Strong network within the European digital technology industry and the European investor community (Angel/Seed investors, Venture Capital firms, and Corporate Venture Funds) involved in digital technology startups;
- Outstanding analytical skills and experience with financial modeling and business plan creation;
- Strong presentation and public appearance skills in English (verbal, written) and ability to convey simple and effective value propositions and messages;
- Hands-on approach with an entrepreneurial mindset focused on delivering results.

Languages: Mastery of English, with superior verbal, presentation and written communication skills.

Professional working knowledge of country of placement is a requirement.

Employment: These are full time positions. Place of employment is at EIT Digital co-location centers in **Germany, France, Netherlands, Scotland, and Hungary**. Regular travel across Europe may be required for this



position.

To apply

Please mail a resume and motivation letter to accelerator_vacancies@eitdigital.eu outlining how your skills and experience meet the qualifications of the position. Applications without a motivation letter will not be considered. Additional information can be obtained via <https://www.eitdigital.eu/our-community/careers>

Applications should be submitted before 5:00 p.m. CET on Friday, May 28 2021.