

## Scaleup Fundraising Specialist, Germany

### 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](http://www.eitdigital.eu).

### EIT Digital Accelerator

The EIT Digital Accelerator ([www.eitdigital.eu/accelerator](http://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 seeking to raise investments between 5 and 15 M€.

### The Role

The **Scaleup 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.

### Main Responsibilities

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

This position reports to the Head of the EIT Digital Accelerator.

### Qualifications and Experience

- MSc in STEM is a requirement, preferably Computer Science, MBA degree is a merit;
- 5 - 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 modelling 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**

This is a full time position. Place of employment is at EIT Digital co-location center in **Germany**. Regular travel across Europe may be required for this position.

### **To apply**

Please mail a resume and motivation letter to [accelerator\\_vacancies@eitdigital.eu](mailto: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>

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 criteria and encourage applications from women, ethnic minorities, and other underrepresented groups.

***Applications should be submitted before 5pm CET of October 15, 2021.***