

Scaleup Sales Specialist, Italy

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 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 seeking to raise investments between 5 and 15 M€.

The Role

The **Scaleup Sales 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.

Main Responsibilities

- Close commercial deals with corporate customers to meet sales quota for the selected scaleups;
- Generate qualified B2B leads of corporate buyers, organize discovery meetings with the selected scaleups;
- Execute outbound prospecting activity (via email, LinkedIn, phone, face-to-face meetings) for the selected scaleups;
- Organize corporate matchmaking opportunities with potential corporate buyers, provide maximum support in closing commercial deals;
- Build a sustained pipeline of accounts by actively prospecting via cold-calls, lead follow-up, personal relationships, executive introductions, social selling and email marketing;
- Develop new-market-entry and customer acquisition action plans with the CEOs of the scaleups.

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;
- At least 10 years of experience in the field of business development and technology sales, opening doors to corporate customers, indirect sales and channel development;
- Working experience with inside sales, lead generation, closing deals, sales cycle management;
- Strong network of high-profile corporate decision-makers and buyers of innovative/deep tech digital products and services in Italy (primarily) and other EU markets;
- Proven experience interacting and communicating at executive level;
- Hands-on approach with an entrepreneurial mindset focused on delivering results.

Languages

Mastery of English and Italian, 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 **Italy**. 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>

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.

Applications should be submitted before 5pm CET of September 24, 2021.