Scaleup Sourcing Specialist, Scotland

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 Sourcing Specialist** is member of the Scouting 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.

Main Responsibilities

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

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 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

This is a full time position. Place of employment is at EIT Digital co-location center in **Scotland**. 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 criteria and encourage applications from women, ethnic minorities, and other underrepresented groups.

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