

Manager Silicon Valley Hub, CA/USA

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.

The Role

The Manager drives the development and the execution of the activities in the US from the EIT KICs present in Silicon Valley, being EIT Digital, EIT Climate-KIC and EIT Urban Mobility. S/He drives the development of the Silicon Valley Hub, supports its partnership and manages the Silicon Valley team. Another important part of the role is to develop and manage the connection between the European and US ecosystems and develop EIT KIC activities in Silicon Valley. To ensure alignment and contribution to the EIT KIC objectives, the Manager of the Silicon Valley Hub will have to collaborate closely with the various people in the EIT KIC organizations, responsible for innovation and education activities. The Manager of the Silicon Valley Hub reports to the Head of Operations of EIT Digital, since EIT Digital coordinates the Silicon Valley Hub.

Main Responsibilities

- Drive the Silicon Valley Hub into an active and productive bridge between Silicon Valley and the European EIT KIC ecosystems, including the development of public and private partnerships with Silicon Valley actors, supporting the EIT KIC strategies;
- Drive the KIC operational excellence to deliver on EIT KICs and Silicon Valley Hub KPIs;
- Contribute to EIT KIC and Silicon Valley Hub sustainability through acquisition of public and private financial support for the EIT KIC operations in the US;
- Lead and manage the team and daily operations and administration of the Silicon Valley Hub;
- Track quality, operational excellence, customer success metrics, monitor budget and follow-up on spending;
- Provide regular updates to EIT KICs management including analytics, dashboarding, forecasts and business presentations.

KPIs

- Deliver on the specific Ecosystem and Budget KPIs annually allocated to the Silicon Valley Hub, such as creation of public and private local partnerships, and sustainability income;
- Deliver on the specific Education KPIs annually allocated to the Silicon Valley Hub, such as US student recruitment into the EIT KICs Schools and joint EU-US education programs;
- Deliver on specific Innovation KPIs annually allocated to the Silicon Valley Hub, such as deal closures of supported EU scaleups and DeepHack events;
- Success stories and promotion activities in Silicon Valley for the European EIT KIC ecosystems including the mobilization of the EU innovation and education community in Silicon Valley.

Qualifications and Experience

- M.Sc. degree in Science, Technology, Engineering or Mathematics (STEM); a PhD is an asset; deep knowledge of digital is an asset;
- 10+ years of Experience in innovation management in technology with international exposure for 10+ years;
- Business acumen with track record of delivering results; Experience in business development, sales, startup/scaleup; Experience in education is an asset;
- Proven track record in partnership management, opening doors to corporate customers, experience working with C-level executives;
- Working experience in both Europe and US, preferably Silicon Valley;
- Strong leadership skills and proven track record successfully leading and motivating diverse teams;
- Entrepreneurial/hands-on way of working and effective in execution; Operational excellence and attention to detail;
- Strong presentation and public appearance skills and ability to convey simple and effective value propositions and messages.

Languages

Fluent in English with excellent verbal and written communication skills and ability to adapt to a variety of stakeholders is required. Knowledge of any other EU language is a merit.

Place of employment

This is a full-time position. EIT Digital Silicon Valley Hub at 845 Market Street, CA, San Francisco. The employment relationship will be with EIT Digital, since EIT Digital coordinates the Silicon Valley Hub. Applicants must qualify for working in the USA.

To apply

Please mail a resume and motivation letter to manager_SV@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 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 above criteria and encourage applications from women, ethnic minorities, and other underrepresented groups.

Applications should be submitted before 5pm CET of February 4, 2022.