Sales and Business Developer for Scaleups and Startups (Western Europe)

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.

About 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. The Accelerator has a portfolio of 120+ scaleups, 20+ of which are active on average at the same time. 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 25 million Euro.

The Role

The **Sales and Business Developer for Scaleups and Startups** is a member of the Business Development team of the EIT Digital Accelerator:

- You will be responsible for advising scaleups on their go-to-market and sales strategy and supporting them in their B2B sales and customer acquisition activities to achieve their sales ambitions.
- You will be coaching and advising the scaleups on their market readiness level, making introductions to prospects, 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 commercial plan definition and new customer acquisition.
- You will also work closely with corporates to act as a liaison for their key business and innovation challenges.
- You will have to proactively build your network of **system integrators and corporate contacts in Western Europe with a focus on France and Benelux (UK and Ireland are a plus)**.

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

Main Responsibilities

Tactical:

- Support the scaleups by jointly building a sustained pipeline of prospect customers by mobilizing the EIT Digital ecosystem and the broader Sales and Business Developer's own network.
- Support the scaleup's senior management by developing their international business strategies through market-entry and customer acquisition plans.

Operational:

- Organize corporate matchmaking opportunities with potential corporate buyers, provide maximum support in closing commercial deals.
- Execute outbound prospecting activity for the selected scaleups.
- Generate qualified B2B leads of corporate buyers, organize discovery meetings with the selected scaleups.
- Close commercial deals with corporate customers to meet sales quota for the selected scaleups.

Qualifications and Experience

- MSc in STEM is a requirement, MBA degree is a merit.
- 10+ years of sales and business development experience in scaleup/startup ecosystems, accelerators, scouting, as well as technology selling, closing deals, sales operations, channel managers and account management experience.
- Have experience selling and/or marketing digital deep tech and have a broad picture of the IT stakeholders of the European and global industry.
- Strong network within the European digital technology industry and the European investor community (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 one of EIT Digital's co-location centres in **Paris, France** or **Eindhoven, Netherlands** or **Brussels, Belgium**. 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 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 11:59 p.m. CET on August 16, 2022.