

## The EIT Digital Accelerator is looking for a (Senior) Business Developer - Access to Market

### **About us**

EIT Digital is a leading European digital innovation and entrepreneurial education organisation driving Europe's digital transformation. EIT Digital delivers breakthrough digital innovations to the market and breeds entrepreneurial talent for economic growth and improved quality of life in Europe. It does this by mobilising a pan-European ecosystem of over 130 top European corporations, SMEs, start-ups, universities and research institutes; thus, bringing together students, researchers, engineers, business developers and entrepreneurs in Co-Location Centres (CLC) in Berlin, Budapest, Eindhoven, Helsinki, London, Madrid, Paris, Stockholm, Trento, and in its hub in Silicon Valley.

Find out more about EIT Digital from <http://www.eitdigital.eu>

### **The role**

The Access to Market business developer is part of the Access to Market team (A2M) and works in the EIT Digital Accelerator team. He or she is focused on helping local scaleups acquire customers elsewhere in Europe, or European scaleups acquire local customers. He or she also provides coaching, support and facilitation to all scaleups in the Accelerator that are connected to the Node.

The Business Developer works with the other business developers located in 10 countries and with the European Access to Finance team.

The Business Developer reports functionally to the Head of the EIT Digital Accelerator and hierarchically to the Node Director of EIT Digital The Netherlands.

### **Qualifications**

- Master's Degree or equivalent Diploma (University degree) preferable in Business Informatics, Business Administration, in Computer Science or adjacent disciplines connected to ICT/Business.

- At least 5 years related work experience in the field of business development, opening doors to corporate customers, Sales, Consultancy, CEO Startup/Scaleup coaching experience or having own founder/CxO experience.
- Own relevant network within the corporate buying world related to ICT industry sectors (Large customers, innovative SMEs,..).
- Experience in some markets and business models covered by the EIT Digital Action Lines.
- Ability to understand some of the technologies covered by the EIT Digital Action Lines and to have a system view of the targeted products / services.
- Negotiation and diplomatic skills. Experience in interaction on management level.
- Incorporating principles of teamwork on all organizational levels
- The candidate must be organized, proactive, service-oriented, capable of multi-tasking, and motivated to drive continuous improvement based on sound analysis.

### Key Tasks

- Customer acquisition
  - Scouting of relevant scaleups for the EIT Digital Accelerator.
  - Marketing, sales, due diligence and contracting of scaleups to join the Accelerator.
- Customer services
  - Engage with European Scaleups and their executive team to understand and translate their acceleration needs into acceleration plans.
  - Work with the CEOs of scaleups to review and improve the internationalization and business related planning.
  - Review and comment on the sales proposition, pricing, etc. where needed.
  - Connect with buyers and corporate customers across Europe, enabling access to market.
  - Organize and coordinate Lead generation using a variety of formats (e.g. face to face meetings, events, introductions) for the selected scaleups.
- EIT Digital Activities and processes
  - Support innovation and education activities of EIT Digital (e.g. Innovation and Education Action Lines, community animation, events, communication and thought leadership).

- Provide Monitoring and reporting information required in the context of EIT Digital processes.

**Other**

- Work from the Co-Location Centre in Eindhoven
- Exceptional English verbal and written communication skills required
- Prepared to travel between the EIT Digital nodes

**Contact**

Dolf Wittkämper, Head of the EIT Digital Accelerator; [accelerator@eitdigital.eu](mailto:accelerator@eitdigital.eu)

**Starting Date**

As Soon As Possible

To Apply: Please mail a C.V. and cover letter, outlining how your skills and experience meet the qualifications of the position and stating how you heard about this opportunity to [bd-nl@eitdigital.eu](mailto:bd-nl@eitdigital.eu)

*EIT Digital values diversity and welcomes applications from all suitably qualified candidates regardless of age, gender, race, disability, sexual orientation, religion or ethnic background.*

Applications should be submitted before June 24<sup>th</sup>, 2017.