

# EIT Digital seeks Lead- Sales and Delivery- for its Industry Engagement Program

## **EIT Digital**

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, startups, universities and research institutes.

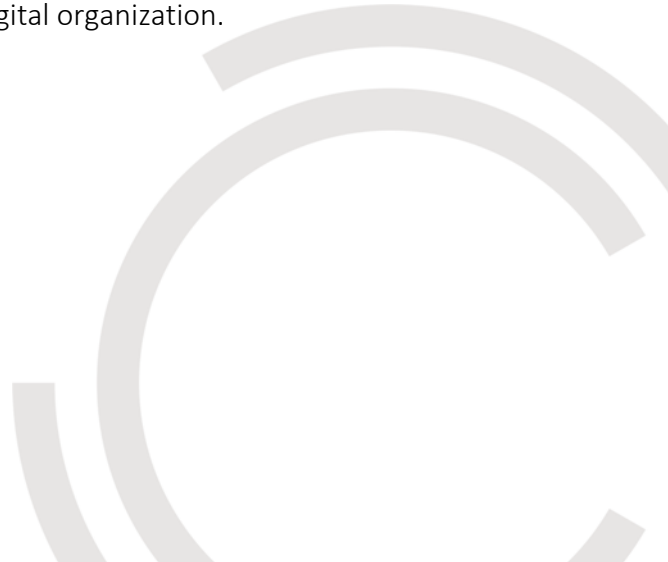
As a Knowledge and Innovation Community of the European Institute of Innovation and Technology, EIT Digital is focused on entrepreneurship and is at the forefront of integrating education, research and business by bringing together students, researchers, engineers, business developers and entrepreneurs. This is done in our pan-European network of Co-Location Centres in Berlin, Eindhoven, Helsinki, London, Paris, Stockholm, Trento, Budapest and Madrid. We also have a hub in the Silicon Valley.

EIT Digital is an equal opportunity employer.

## **The Position**

EIT Digital is building and delivering services to its industry partners to accelerate their digital transformation. The Industry Engagement Program is at the heart of this effort, with the goal of having EIT Digital delivering additional value contributing to the digital innovation and digital skill needs of industry, via leveraging its three pillars – a pan-European ecosystem, Innovation and Entrepreneurship and Entrepreneurial Education.

Reporting to the Head of Industry Engagement Program, the candidate will deliver sales based on the portfolio of IEP services, and lead the delivery of services from the Industry Engagement Program, involving other parts of the EIT Digital organization.

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## Responsibilities

We are looking for an experienced professional able to work effectively in complex and dynamic multiparty environments. Responsibilities include:

- Sales of service offerings from the Industry Engagement Program
- In close coordination with the Head IEP, negotiate commercial contracts on IEP service deals
- Interact with industry prospects to develop and execute specific offerings in the context of the EIP
- Orchestrate the service delivery in collaboration with other parts of the organisation (80% standard / 20% tailored delivery)
- Contribute to the development of the EIP amongst others via enhancing the portfolio of services with scalable packages
- Report on the progress and (financial) results on a weekly basis

## KPIs (annually)

- Volume of leads
- Volume of sales contracts (delivered)
- Income generated
- Customer satisfaction
- Number of testimonials

## Profile

- 10+ years of sales / business development experience
- Proven track record in successful sales of industry professional services in Europe
- Strong negotiating skills
- Strong orchestration skills and hands-on execution abilities
- 15+ years of business experience in innovative organisations (ideally large corporations)
- Strong technical background in the digital domain – an MSc is required, a PhD or an MBA is a plus
- Strong communication skills
- Team player with an international digital mindset

## International travel

The Lead – Sales and Delivery – for the Industry Engagement Program needs to be prepared to travel at about 50% on average, primarily to the EIT Digital nodes (Berlin, Eindhoven, Helsinki, Paris, Stockholm, London, Trento, Budapest and Madrid).

### **Employment**

This is a full-time position. Employment is by EIT Digital. Physical location of work is at one of the following EIT Digital Co-location Centres: Berlin, Eindhoven, Helsinki, London, Paris, Stockholm, Trento, Madrid.

Target start date is as soon as possible.

### **Languages**

- Fluent in English with superior verbal and written communication skills
- Knowledge of any of the languages German, Swedish, French, Finnish, Dutch, Italian, Spanish, Hungarian is a merit.

### **To apply**

Please email a resume and a motivation letter to [IEP\\_sales@eitdigital.eu](mailto:IEP_sales@eitdigital.eu).

Applications without a motivation letter will not be considered.

Due to the large amount of applications we normally receive, we will only be able to follow up with shortlisted candidates.

*Applications should be submitted before October 20<sup>th</sup>, 2017 at 6pm CET.*

