



## The EIT Digital Accelerator is looking for an Access to Finance specialist in Stockholm or Helsinki

*Applications should be submitted by January 8, 2018.*

### **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 140 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, Budapest, Eindhoven, Helsinki, London, Madrid Paris, Stockholm and Trento. We also have a hub in Silicon Valley. EIT Digital is an equal opportunity employer.

### **The position**

The Access to Finance specialist is part of the Access to Finance team (A2F) and works in the EIT Digital Accelerator. He or she coordinates fundraisings for local scaleups that are part of the Accelerator and looking for international expansion, as well as European scaleups seeking financing from local investors. These scaleups are in general seeking to raise between 1 and 10m€. The Access to Finance specialist collaborates closely with the European Access to Finance team and the European Access to Market team. The Access to Finance specialist reports to the Head of Access to Finance.

## Responsibilities

- 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 coached within EIT Digital Accelerator to understand and fine-tune their financing needs (amount, timing, use of proceeds)
  - Work with the CEOs of scaleups to prepare and rehearse their pitch to investors
  - Review and comment on the fundraising pitches and Business Plans prepared by the scaleups
  - Build strong relationships within the local Venture Capital ecosystem
  - Connect with Venture Capital firms and selected investors across Europe and globally
  - Organize and coordinate fundraisings using a variety of formats (e.g. face to face meetings, events, introductions) for the selected scaleups
- EIT Digital Activities and processes:
  - Provide Monitoring and reporting information required in the context of EIT Digital processes.

## KPIs

- Companies scouted and contracted
- Companies supported and funds raised

## Qualifications

- A Master degree in Science, Technology, Engineering or Mathematics (STEM).
- 5 - 10 years of experience in fundraising for startups within a Venture Capital firm or similar experience
- Own relevant network within the Investment world related to ICT industry sectors in Sweden, Finland and/or Nordics (Venture Capital, Corporate VC...)
- Strong financial skills, especially on business plan preparation and fine-tuning
- Experience in financial analysis and startup valuation
- Experience using tools used in the venture capital industry (databases, etc.)
- Prior experience in negotiating financial term-sheets

- Strong team player in a pan-European context

### Employment

- Employment is by EIT Digital Sweden or Finland. Working from Co-Location Centres in Stockholm or Helsinki.
- Prepared to travel between the EIT Digital nodes and to A2F target regions.

### Languages

Fluent in English, as well as Swedish or Finnish, with superior verbal, presentation and written communication skills. Knowledge of any of these languages: German, French, Dutch, Italian, Spanish, Hungarian is a merit.

**To Apply:** Please email a resume and a cover letter to [a2f\\_nordics@eitdigital.eu](mailto:a2f_nordics@eitdigital.eu). Applications without a resume and 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.

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