



The EIT Digital Accelerator is looking for a Business Developer - Access to Market in Stockholm

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 Business Developer is part of the Access to Market (A2M) team and works in the EIT Digital Accelerator. He or she is focused on helping locally contracted scaleups acquire customers elsewhere in Europe. He or she also provides coaching, support and business development to all scaleups in the Accelerator, especially for those who target the local market. The Business Developer works in close collaboration with the other business developers located in 10 countries and with the European Access to Finance team.

The Business Developer reports to the Head of the EIT Digital Accelerator.

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

KPIs

- Companies scouted and contracted
- A2M leads and deals provided

Qualifications

- A Master degree in Science, Technology, Engineering or Mathematics (STEM).
- Around 10 years of 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 in France (Large customers, innovative SMEs,..).
- Experience in several markets, business models and technologies covered by the EIT Digital Action Lines.
- 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.
- Exceptional English and French verbal and written communication skills required.

Employment

- Employment is by EIT Digital Sweden. Workplace is the EIT Digital Stockholm Co-Location Centre.
- Prepared to travel between the EIT Digital nodes and to A2M target regions.

Languages

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

To Apply: Please email a resume and a cover letter to bd_sweden@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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