

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's Industry Engagement Program (IEP) is focusing on large and medium-sized corporations' digital transformation. The Program delivers professional services that contribute to closing the gap in terms of digital innovation and digital skills, and leverages EIT Digital's three pillars – a pan-European ecosystem, Innovation and Entrepreneurship and Entrepreneurial Education.

Reporting to the Head of Industry Engagement Program, the candidate will sell the portfolio of IEP services and lead its delivery, involving other parts of the EIT Digital organization.

Responsibilities

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

- Contribute to the development of the Program by enhancing the portfolio of services with scalable packages
- Build a pipeline of prospects among large corporations and SMEs to develop and pilot new proposals
- In close coordination with the Head of IEP, negotiate commercial contracts resulting in sales of the services
- Sell the service portfolio from the Industry Engagement Program to industry partners, large and medium-sized corporations
- Orchestrate the service delivery in collaboration with other parts of the organisation (80% standard / 20% tailored delivery)
- Regular and structural report on the progress and financial results

KPIs

- Size and quality of the pipeline of prospects
- Volume of sales contracts and income generated
- Customer satisfaction

Profile

- Proven track record in successful sales of industry professional services in Europe; 10+ years of technology sales and business development experience
- Strong negotiation skills
- Strong orchestration skills and hands-on execution abilities
- Strong technical background in the digital domain – a STEM MSc preferably in Computer Science is a minimum requirement; an additional MBA is a plus
- Strong communication skills
- Team player with an international mindset

International travel

The Lead – Sales and Delivery – for the Industry Engagement Program needs to be prepared to travel at about 25% on average, primarily to the European 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 EIT Digital Co-location Centres, with a preference for Eindhoven, London, Stockholm and 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.

Applications without a motivation letter will not be considered.

Applications should be submitted before January 15, 2018.

