

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 (IEP) 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.

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 of the IEP, negotiate commercial contracts on IEP service deals
- Interact with industry prospects to develop and execute specific offerings in the context of the IEP
- Orchestrate the service delivery in collaboration with other parts of the organisation (80% standard / 20% tailored delivery)
- Contribute to the development of the IEP 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 Silicon Valley
- 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 mindset

Travel

The Lead – Sales and Delivery – for the Industry Engagement Program needs to be prepared to occasionally travel within the United States and between the United States and Europe.

Employment

This is a full-time position as a contractor for the EIT Digital Silicon Valley Foundation. The physical location of work is the EIT Digital Silicon Valley hub in Downtown San Francisco. 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 sv-recruitment@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 can be submitted until October 20th, 2017.