

EIT Digital seeks Sales and Delivery Lead

About us

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 150 top European corporations, SMEs, start-ups, 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, as well as in Budapest and Madrid. We also have a hub in Silicon Valley.

EIT Digital is an equal opportunity employer.

The Role

EIT Digital's Industry Engagement Programme (IEP) is focusing on large and medium-sized corporations' digital transformation. The Programme 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.

The Sales and Delivery Lead is responsible for managing the portfolio of IEP services and lead its delivery, involving other parts of the EIT Digital organization.

Main 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 Programme 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 Programme 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

Qualifications

- Post Graduate, STEM preferred or related field preferably in Computer Science
- Minimum of 10+ years' experience of technology sales and business development
- experience working in fast paced environment and/or in an international organisation is a plus

Experience and Skills

- Proven track record of successfully managing a portfolio and/or industry professional services program in Europe
- Strong negotiation skills
- Strong orchestration skills and hands-on execution abilities
- Strong technical background in the digital domain
- Strong communication skills
- Team player with an international mindset

Travel

Extensive travel in Europe, primarily to EIT Digital Nodes (Berlin, Eindhoven, Helsinki, Paris, Stockholm, London, Trento, Budapest and Madrid).

Place of employment

One EIT Digital Node, with a preference for Eindhoven, London, Stockholm and Madrid.

Reporting to the Head of Industry Engagement Programme

Languages

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

To apply

Please mail a resume and motivation letter to IEP_sales@eitdigital.eu, outlining how your skills and experience meet the qualifications of the position.

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 5pm Monday 26 March 2018.

For further information please visit our website eitdigital.eu

