

# EIT Digital Accelerator seeks Business Developer – Access to Market in Stockholm

## 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. For more information, visit [www.eitdigital.eu](http://www.eitdigital.eu).

EIT Digital is an equal opportunity employer and values diversity.

## The EIT Digital Accelerator

The EIT Digital Accelerator ([eitdigital.eu/accelerator](http://eitdigital.eu/accelerator)) accelerates the growth of deep tech digital scaleups by helping them secure target customers and raise capital in Europe and beyond. We are continuously looking for talented individuals in one of core locations in Finland, France, Germany, Hungary, Italy, The Netherlands, Spain, Sweden and the United Kingdom.

## The Role

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**

- MSc degree in Science, Technology, Engineering or Mathematics (STEM) is a requirement, Computer Science is an asset.
- 10+ years of experience in the field of business development, opening doors to corporate customers, indirect sales and channel development, Sales, Consultancy, CEO Start-up/Scaleup coaching experience or having own founder/CxO experience.
- Own relevant network within the corporate buying world related to ICT industry sectors in Sweden (Large customers, innovative SMEs,..)

#### **Experience and Skills**

- Experience in several markets, business segments and technologies covered by the EIT Digital Action Lines.
- Negotiation and diplomatic skills.
- Experience in interaction on executive 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.

#### **Languages**

- Fluent in English and in the language spoken at the chosen site of work
- Knowledge of any of the following languages Dutch, French, Finnish, German, Hungarian, Italian, Spanish or Swedish is a merit

#### **Place of employment**

- EIT Digital Stockholm Co-Location Centre, Sweden.
- Prepared to travel between the EIT Digital nodes and to A2M target regions.

#### **Reporting to** EIT Digital Head of Accelerator

#### **To Apply**

Please mail a resume and motivation letter to [bd\\_sweden@eitdigital.eu](mailto:bd_sweden@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 Friday June 1, 2018.***