



EIT Digital seeks a Business Developer for its Silicon Valley Hub in San Francisco

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 200 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. For more information, visit www.eitdigital.eu.

The EIT Digital Silicon Valley Hub establishes a two-way bridge between the European EIT Digital ecosystem and the San Francisco Bay Area supporting the exchange of talents, technology and investments. The Silicon Valley Hub is tightly integrated into all EIT Digital activities in Innovation, Entrepreneurship and Education and actively promotes Europe in the Bay Area. It is connected to national trade and scientific missions as well as accelerator programs of different European countries.

Within its Accelerator, EIT Digital is actively supporting more than 100 European scaleups in their market growth (Access to Market) and fundraisings (Access to Finance). Business Developers work together with a pan-European team to support these ventures, and consequently help them in their international expansion.

EIT Digital is an equal opportunity employer and values diversity.

The Role

For the coordination of the business development activities of the EIT Digital Accelerator at the EIT Digital Silicon Valley Hub, EIT Digital is looking for a highly-motivated professional who is able to work effectively and autonomously in complex and dynamic international multiparty environments.

The main role for the Business Developer at the EIT Digital Silicon Valley Hub is to develop and manage a network of experienced and well-connected mentors, who facilitate the Access-to-Market support for the European scaleups within the EIT Digital Accelerator.

He is a member of the global EIT Digital Accelerator team and will work with the other European Accelerator team members located in 10 countries.



Main Responsibilities

- Establish, develop and manage the network of Access-to-Market mentors at the EIT Digital Silicon Valley Hub
- Facilitate and coordinate the Access-to-Market business development activities of the network of mentors in support of the EIT Digital Accelerator scaleup companies
- Carry out targeted scaleup scouting for European scaleup companies appearing in Silicon Valley and hand over scouted prospects to the responsible EIT Digital business developers in Europe
- Provide Access-to-Market business development support to EIT Digital Accelerator scaleup companies (generating leads, supporting deals, scaleup coaching)
- Carry out the operational processes of the EIT Digital Accelerator (planning, monitoring, reporting, continuous improvement, etc.)

Required Qualifications and Experience

- Master's Degree in Science, Technology, Engineering or Mathematics (STEM) is a requirement, preferably in Business Informatics, Computer Science or adjacent disciplines connected to ICT/Business
- At least 7 years of work experience in the fields of business development, opening doors to corporate customers, sales, consultancy, startup/scaleup coaching experience or having personal experience as startup/scaleup founder and/or CxO
- Relevant network within the corporate buying world related to ICT industry sectors
- Experience in markets and business models covered by the EIT Digital Action Lines
- Ability to understand the technologies covered by the EIT Digital Action Lines
- Negotiation and diplomatic skills as well as experience working with C-level executives
- Self-governing and natural team player
- Doer's attitude and high level of personal commitment to duties, timelines and deadlines
- Ability to embrace a fast pace work environment and to handle urgent requests
- Affinity with and knowledge of Europe is a must

KPIs

- Volume of customer deals resulting from Access-to-Market support provided by the SV Hub
- Number of new Accelerator Admissions as a result of scouting activities at the SV Hub

Language Skills: Excellent command of English is required. Additional language skills are welcome.

Reporting to: Head of the EIT Digital Accelerator

Position Profile: Full-time.

Place of Work: EIT Digital Silicon Valley Hub, located downtown San Francisco.
No relocation support is foreseen.

Other: Applicants must have the right to work in the USA.

To apply: Please email your C.V. and a motivation letter to positions_sv@eitdigital.eu, outlining how your skills and experience meet the qualifications of the position.

Applications that do not include both a resume and a motivation letter will not be considered.

Application should be submitted until 5pm February 15, 2019.