

# EIT Digital is seeking an Access to Finance Specialist in fundraising for Germany to join the Accelerator

## 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 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](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.

## The Position

The Access to Finance specialist is part of the Access to Finance team (A2F) and works in the EIT Digital Accelerator. He or she coordinates fundraisings for local scaleups that are part of the Accelerator and looking for international expansion, as well as European scaleups seeking financing from local investors. These scaleups are in general seeking to raise between 2 and 15m€. The Access to Finance specialist collaborates closely with the European Access to Finance team and the European Access to Market team.

## Responsibilities

- Customers 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 coached within EIT Digital Accelerator to understand and fine-tune their financing needs (amount, timing, use of proceeds)
  - Work with the CEOs of scaleups to prepare and rehearse their pitch to investors
  - Review and comment on the fundraising pitches and Business Plans prepared by the scaleups
  - Build strong relationships within the local Venture Capital ecosystem
  - Connect with Venture Capital firms and relevant investors across Europe and globally
  - Organise and coordinate fundraisings 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

- Number of companies scouted and contracted
- Number of companies supported and funds raised

#### Qualifications and experience

- A Master degree in Science, Technology, Engineering or Mathematics (STEM)
- Minimum 5 years of experience in fundraising for startups within a Venture Capital, Corporate finance advisory firms or similar experience.
- Own relevant network within the investment world related to ICT industry sectors in Germany (Venture Capital, Corporate VC)
- Strong financial skills, especially on business plan preparation and fine-tuning
- Experience in financial analysis and startup valuation
- Experience using tools used in the venture capital industry (databases, etc.)
- Prior experience in negotiating financial term-sheets
- Strong team player in a pan-European context

#### Languages

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

#### Place of employment

EIT Digital Germany Co-Location Centre, Berlin. Work from a different location in Germany might be discussed.

Prepared to travel within Germany and throughout the EIT Digital nodes.

#### Reporting to the Head of EIT Digital Access to Finance

#### How to apply

Please email a resume and a motivation letter to [a2f\\_germany@eitdigital.eu](mailto:a2f_germany@eitdigital.eu), outlining how your skills and experience meet the qualifications of the position.

Applications without a motivation letter will not be considered.

**Applications should be submitted before 5pm Friday 1 March 2019.**