

EIT Digital seeks a “DeepHack” Business Developer

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.

EIT Digital is an equal opportunity employer and values diversity.

DeepHack Business Developer

Within its Accelerator team, EIT Digital is developing the “DeepHack”, an open innovation service in hackathon format aligned with the EIT Digital Action Lines, where we have expertise, talent and a strong ecosystem. The goal of a given DeepHack event is to quickly develop a technology-driven prototype solution to a challenge, as well as to identify talents who may tackle the challenge successfully. The challenge is defined ahead of time by a sponsor who is typically a large or medium sized company. The DeepHack has the specificity of being a “deep tech” hackathon, with the developed solution involving sophisticated digital technologies.

In this context, EIT Digital is looking for a DeepHack Business Developer to develop the DeepHack in Europe.

Responsibilities

- Business Development
 - Build a funnel of relevant sponsors for the DeepHack.
 - Marketing, sales, due diligence and contracting of sponsors.
 - Define, plan and organise a series of DeepHack events annually.
- DeepHack organization
 - Engage with sponsors to define their challenges and the expected solutions.
 - Mobilize participants for the event.
 - Successfully orchestrate and run the events.
- Operational excellence
 - Compute analytics and optimize business KPIs.
 - Provide reporting to management.
 - Operational excellence in the context of the EIT Digital processes.

KPIs

- Number of sponsors contracted.
- Annual revenue generated.
- Satisfaction level of sponsors and participants.

Qualifications

- A Master degree in Science, Technology, Engineering or Mathematics (STEM) as a requirement.
- At least 10 years of experience in Business Development, Sales or Consultancy in a technology environment. Hackathon experience is a plus.
- Network within the European digital technology sector (large industry, innovative SMEs).
- Business acumen with track record of delivering results, negotiating skills.
- Entrepreneurial, hands-on profile.
- Team player with an international mindset.

Languages

- Superior written and verbal communication skills in English are required.
- Knowledge of any of these languages is a merit: German, Swedish, French, Finnish, Dutch, Italian, Spanish, Hungarian.

International travel

Prepared to travel regularly, primarily to the EIT Digital nodes.

Place of employment Physical location of work is one of the EIT Digital Co-location Centres or Brussels

Reporting to Head of the EIT Digital Accelerator

To apply

Please mail a resume and motivation letter to bd_deephack@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 until 5pm Friday 1 March 2019.