EIT Digital is seeking a Business Developer Access to Market in Edinburgh, UK, 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 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.

The Position

The Business Developer is part of the Access to Market (A2M) team of the EIT Digital Accelerator. He or she is focused on scouting scaleups and support them growing internationally with the support of the other business developers located in 10 countries and with the European Access to Finance team. He or she also provides business development and access to market acceleration to international scaleups in the Accelerator, who target the local markets. The Business Developer reports to the Head of the EIT Digital Accelerator.

Main 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 internationalisation 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.

Qualifications

- Master' degree in Science, Technology, Engineering or Mathematics (STEM) is a requirement, Computer Science is an asset.
- At least 10 years of experience in the field of business development, opening doors to corporate customers, indirect sales and channel development, sales, consultancy
- CEO Startup/Scaleup coaching experience or having own founder/CxO experience
- Own relevant network within the corporate buying world related to ICT industry sectors in Scotland (large customers, innovative SMEs...).
- Experience in several markets, business segments and technologies covered by the EIT Digital Action Lines.
- Negotiation and diplomatic skills.
- Proven experience interacting and communicating at executive level.
- Incorporating principles of teamwork at all organisational levels
- Organised, proactive, service-oriented, capable of multi-tasking, and motivated to drive continuous improvement based on sound analysis.

Languages

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

Place of employment EIT Digital Satellite in Edinburgh, Scotland.

Reporting to the Head of the EIT Digital Accelerator.

How to apply

Please email a resume and a motivation letter to **bd_uk@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 12 July 2019