

# EIT Digital seeks a **Venture Creation Lead for Pay with a Smile** AAA activity

## **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. To build a strong digital Europe that works for everyone it is vital that we have diverse range of skills, knowledge and experience in the sector. Therefore, we welcome applications from anyone who meets the below criteria and encourage applications from women, ethnic minorities, disabled people and other underrepresented groups.

## **Pay with a Smile**

At EIT Digital, "AAA activities" are ambitious entrepreneurial Deep Tech activities with high impact potential, where an emerging technology is supported to hit the market in a short period of time by the means of venture creation. The scope of the Pay with a Smile AAA activity is to create a biometric and hardwareless payment solution for retail. The activity will be executed in Budapest and Madrid in close collaboration with the EIT Digital partners and ecosystem.

## **The Role**

The Venture Creation Lead is responsible for driving the overall activity, in particular by setting up the new venture that will be created. He or she will drive the team and collaborate intensively with EIT Digital partners and stakeholders involved. He or she will be the potential candidate to become the CEO of the venture.

## **Key Responsibilities**

- Drive the overall activity, coordinate partners and stakeholders
- Evaluate market opportunities and competition
- Define the Minimum Valuable Product (MVP) of the new venture
- Create Business Plan for the venture
- Help establish the venture in 2019
- Take the provisional CEO role in the to-be-formed venture
- Deploy solution, generate first sales
- Manage daily operational issues and lead contractual aspects

**Qualifications and experience**

- MSc degree in STEM, MBA is a plus
- 10+ years of experience in innovative technical/business positions
- Experience with e-payment solutions
- Hands-on experience of starting new ventures
- Operational excellence with attention to detail and analytical skills
- Business acumen with track record of delivering results
- Advanced leadership and relationship management including managerial experience
- Team player with an international mindset
- Strong interpersonal and communication skills

**Place of employment** EIT Digital Co-location Center in Budapest, Hungary or Madrid, Spain.

**Languages**

- Fluent in English with excellent verbal and written communication skills
- Knowledge of Spanish or Hungarian language is a merit

**International travel** Occasional European travel to be expected.

**To apply**

Please mail a resume and motivation letter to [vcl\\_pwas@eitdigital.eu](mailto:vcl_pwas@eitdigital.eu), outlining how your skills and experience meet the qualifications of the position.  
Applications without a motivation letter will not be considered.

**Applications can be submitted until 5pm Tuesday 28 May 2019**