

# EIT Digital seeks two Sales Lead for its Education Programme of the Entrepreneurial Academy

## **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.

## **EIT Digital Academy**

The EIT Digital Entrepreneurship Academy delivers the EIT Digital entrepreneurial education programs and operates through four schools: Master School, Doctoral School, Professional School and Summer School. The EIT Digital Entrepreneurship Academy equips its students with both deep tech digital skills as well as entrepreneurial skills.

The EIT Digital Academy is closely linked to the EIT Digital Innovation and Entrepreneurship activities that focus on bringing technology to market and scaling up of digital ventures. Students from the EIT Digital Entrepreneurship Academy for the human link between the education and innovation activities of EIT Digital. The EIT Digital Entrepreneurship Academy is delivering entrepreneurial digital talents through deep embedding of entrepreneurship into the education programs as well as applying novel on-line education techniques (such as MOOC, blended education, mobility, industry internships).

## **The Role**

The Sales Lead will be responsible for selling the courses and seats offered by the EIT Digital Schools (Professional School, Summer School and Doctoral School). The Sales Lead is responsible for implementing and executing the strategic sales plan for the Entrepreneurship Academy to foster the sales growth in Europe.

## **Main Responsibilities**

EIT Digital seeks Sales Leads with a background in digital higher education and experience with blended education. The key responsibilities are:

- Develop and execute the sales targets.
- Draft sales proposals and lead sales deals upon completion.
- Develop and build strong business strategic relationships.
- Develop and implement new sales initiatives.
- Deliver effective sales presentations, both face-to-face and through webinars/web meetings and offer proposals to existing and prospective customers.
- Complete and maintain accurate sales forecast to ensure target results based on successful pipeline

management.

- Build long term customer value proposition and increase sales effectiveness.
- Responsible for the day-to-day running of the selling activities.

#### **Qualifications and Experience**

- MSc degree in Science, Technology, Engineering or Mathematics (STEM) is a requirement, Computer Science is an asset.
- 8+ years selling experience operating in technology business environment and education field.
- Proven track record of driving performance to achieve results.
- Experience with international collaboration.
- Excellent communication and interpersonal skills with ability to build strong relationships at all level of an organisation.
- Excellent sales and negotiation skills.
- Hands-on mentality and effective execution.

#### **KPIs**

- Number of courses sold for the Professional School
- Number of seats sold for the Summer School
- Number of industrial leads created for the Doctoral School

#### **Languages**

- Fluent in English and in the language spoken at the chosen site of work with excellent verbal and written communication skills
- Knowledge of any of the following languages Dutch, French, Finnish, German, Hungarian, Italian, Spanish or Swedish is a merit

#### **International travel**

The Sales Lead needs to be prepared to travel between the EIT Digital nodes and Brussels on a regular base.

#### **Place of employment**

EIT Digital Brussels, Belgium. Work from a different EIT Digital location might be discussed.

**Reporting to** EIT Digital Chief Education Officer

#### **To Apply**

Please mail a resume and motivation letter to [saleslead\\_academy@eitdigital.eu](mailto:saleslead_academy@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 Tuesday 28 May 2019**