Head of EIT Digital Accelerator

About the the EIT Digital Accelerator

The EIT Digital Accelerator (eitdigital.eu/accelerator) is at the heart of the EIT Digital strategy and supports growth of deep tech digital scaleups by helping them secure customers and investments in Europe. The EIT Digital Accelerator has been recognized as a world's top public Business Accelerator by UBI Global, and as one of the top 4 accelerator brands in Europe, according to Startup Heatmap Europe. Target scaleup customers are both from within and outside the EIT Digital ecosystem. Admitted scaleups are typically seeking to raise investments between 5 and 15 M€.

About the Role

EIT Digital is looking for the Head of the EIT Digital Accelerator to lead the Accelerator to the next level. More specifically, he or she will drive the Accelerator to:

- Significantly increase its revenues and show a clear path to profitability.
- Further expand the recognition as the flagship accelerator program for deep tech scaleups in the digital space in Europe.

Responsibilities include:

- Running the Accelerator as a business entity with own P&L.
- Managing the distributed Accelerator team with a focus on business delivery.
- Engaging with internal and external stakeholders of the Accelerator to achieve business objectives.
- Effectively using marketing and communication tools to support the Accelerator's business objectives.
- Reporting to management, including analytics, dashboarding, forecasting and management presentations.
- Reporting in the context of EIT Digital processes.

Qualifications and Experience

- Strong experience in a digital innovation management leadership position (10+ years), ideally at a startup/scaleup accelerator. Intimate knowledge of deep tech startups and scaleups and their ecosystems, including current tech and market trends. International exposure and experience working with C-level executives. Business acumen with track record of delivering results. Proven track record of successfully managing a geographically distributed team and driving them to delivery.
- Education in both technology and business at masters level (STEM MSc and Business Development).
- Entrepreneurial/hands-on way of working and effective in execution; Operational excellence and attention to detail
- Strong presentation and public appearance skills and ability to convey simple and effective value propositions and messages.

KPIs

- Substantial revenue increase of the Accelerator thanks to
    - Increased intake of high quality scaleups
    - Increased customer acquisition fees
    - Increased fundraising fees
- Accelerator success stories: scaleups acquiring large customers, raising large investments thanks to the Accelerator support
- Customer satisfaction

- Accelerator reputation and brand

Languages
- Mastery of English, with superior verbal, presentation and written communication skills.

International travel
The Head of the EIT Digital Accelerator needs to be prepared to travel between the EIT Digital locations (Nodes and Brussels) as needed.

Place of employment Preferably at EIT Digital HQ in Brussels, although location at one of the EIT Digital European Co-location centre with easy connection for travel in Europe might be considered.

Reporting to EIT Digital Chief Innovation Officer

Position profile: this is a full time position.

About EIT Digital
EIT Digital is a leading European digital innovation and entrepreneurial education organisation supporting the creation of a strong digital Europe.

EIT Digital is focused on building and scaling ventures, and on breeding and up-skilling talents to equip them with both digital and entrepreneurial skills. It does this by mobilising a pan-European ecosystem of over 300 top European corporations, SMEs, start-ups, 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. 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, and other underrepresented groups.

To apply
Please mail a resume and motivation letter to **accelerator_head@eitdigital.eu**, outlining how your skills and experience meet the qualifications of the position.
Applications without a motivation letter will not be considered.
Additional information can be obtained via careers@eitdigital.eu.

Applications should be submitted before 5pm on Friday 18 September 2020, CET