

About EIT Manufacturing

EIT Manufacturing, a Knowledge and Innovation Community (KIC) under the umbrella of the European Institute of Innovation and Technology (EIT), is focused on supporting entrepreneurship, innovation, and education, to add unique value to European products, processes, services – and inspire the creation of globally competitive and sustainable manufacturing. www.eitmanufacturing.eu

EIT Manufacturing brings together leading organizations along the entire value chain – smaller companies, larger industrial corporations, excellent academic and research institutions, and public sector organizations. Together we work toward a more competitive manufacturing ecosystem in Europe by removing barriers to innovation, promoting talent and education, leveraging enabling technologies and exploiting key data. EIT Manufacturing has Central Offices in the Paris area and develops activities across a network of Co-Location Centers (CLCs) in Gothenburg, Darmstadt, Vienna, Milan, Athens and San Sebastian. EIT Manufacturing has more than 200 Core and Associate Partners.

As EIT Manufacturing is a not-for-profit organization, it has created a dedicated affiliate for commercial services, Manufacturing SASU, headquartered in Paris.

Manufacturing SASU, EIT Manufacturing's commercial arm, now invites applications for the position of

Business controller – EIT Manufacturing commercial arm.

Paris based position with a mix between remote and access to shared working space.

About the position

The position supports the Managing Director of Manufacturing SASU in defining the best business models to develop EIT Manufacturing's financial growth and in tracking the execution of all services and commercial agreements, ensuring that projects are on track and that revenue streams match the expectations. Manufacturing SASU is a 100% owned and controlled subsidiary of EIT Manufacturing.

Key Accountabilities

- **Monitoring and review of the service agreements in relation to Calls for Proposals**
 - You coordinate among the different lines of business the consistency of the revenue mechanisms for all service agreements.
 - You use the standard framework for commercial service agreements and negotiate if needed with third parties the terms and conditions for all contracts, you intervene as a support to the different lines of business.
 - You organize webinars and materials to explain how it works, what to do and what not to.
 - You train internally the relevant people to increase their awareness on financial stakes.
 - You assist the Pillars (Innovations, Educations and Business Creations) in following the development of projects and activities, to ensure that they are on track with their commercialization plan.

- **Financial controlling for commercial services**

- You support the Managing Director of Manufacturing SASU in developing the portfolio of services, making sure that the profitability of services is ensured and that the transfer pricing between the different EIT Manufacturing entities is implemented properly.
- You work together with the Finance Team to raise the Return of Investment approach competences, and business mindset within EIT Manufacturing.
- You support the Managing Director of Manufacturing SASU in monitoring the delivery of the commercial services, the Regional hubs and the external partners; when applicable, you track the payment of management fees or dividends.

Qualifications and experience

- **Minimum of 5 years of experience as Business / Financial Controller.**
- **Good knowledge of financial mechanisms and comfortable with reviewing contracts.**
- Willingness and ability to go beyond improving processes and propose new ideas to continuously improve all processes.

Skills and expertise:

- Process-oriented with attention to detail and ability to best combine analytical thinking with creativity.
- Outstanding communication skills verbally and in writing. Excellent command of the English language is mandatory. Additional European languages a plus.
- Well-developed organizational skills and willingness to improve the organisation through novel ideas and solutions.
- A team player who understands the importance of team work in an international environment.
- Independent and trustworthy.
- Very organized, proactive, service-oriented, capable of multi-tasking.
- Expert user of software tools such as Office tool suite, especially Power Point and Excel.
- Knowledge of public funding or international organizations considered a plus.

What we offer:

- A growing international environment with the opportunity to structure and improve the business with a clear ambition to be a full service organisation.
- Our working language is English.

Location

The role location will be in France, with a mix between remote working and access to working space in Paris area.

Reporting

The Business Controller will report to the Managing Director of Manufacturing SASU.

Equal opportunities

EIT Manufacturing values diversity and applies policies of equal opportunities. We welcome applications without discrimination, on any grounds. Candidates considering their interests having been prejudiced by a decision in a selection process may request a review of, or launch an appeal against, the decision adversely affecting them.

Selection Committee

A Selection Committee will be appointed to carry out the evaluation of applications submitted. Please note that the Selection Committee's internal proceedings are strictly confidential. Shortlisted candidates may be invited for an interview. Candidates may be asked to provide proof of qualifications, background, skills, and experiences by providing relevant documents.

Protection of personal data

Candidates' personal data are processed as required by Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation). For more information, please check the privacy statement on recruitment available [Privacy Notice](#).

Application

A complete application should consist of (i) a full curriculum vitae, (ii) a covering letter describing briefly how you meet the criteria outlined and your vision for the role and (iii) be sent via e-mail to: hr.sasu@eitmanufacturing.eu with subject "Manufacturing SASU – Business Controller".

The application should be written in **English** and please note that only complete applications will be evaluated.

Closing date is **30 October 2023**.

For further information, please contact hr.sasu@eitmanufacturing.eu

Participate in this exciting journey and send us your application now!