

EIT Innovation Communities are designed as pan-European partnerships that bring together business, research centres and universities with the aim to tackle major societal challenges in areas with high innovation potential. To find out more, please visit www.eit.europa.eu

The European Institute of Innovation and Technology (EIT) recently launched the building of the Innovation Community Manufacturing. EIT Manufacturing's mission is to bring European manufacturing actors together in innovation ecosystems that add unique value to European products, processes, services – and inspire the creation of globally competitive and sustainable manufacturing. www.eitmanufacturing.eu

EIT Manufacturing now invites applications for the position of

Commercial Support Officer – Innovation Pillar

Full-time position at the EIT Manufacturing ASBL in Paris, France

About the position

EIT Manufacturing's **Innovation Pillar** financially supports each year around 20-25 **Innovation Projects** led by pan-European consortia, with the aim to develop and put on the market technologies and solutions that will shape the future of manufacturing. To reach this goal, organisations within these consortia need to be strong not only technically to go beyond current state-of-the-art, but also commercially to build sound business plans and go-to-market strategies. In return for its support, and to sustain its ability to keep doing so in the future, EIT Manufacturing has set up its own revenue generation mechanism, called **Financial Sustainability (FS)**, based on the successful commercialisation of funded innovations. The role will focus on the commercialisation efforts of the innovation projects to ensure revenue generation at the expected level.

The position reports directly to EIT Manufacturing Director of Innovation at the HQ of the organization, with strong links with the Manufacturing SASU, EIT Manufacturing's commercial arm.

Key Accountabilities:

- Contribute to the definition of the Innovation Pillar's financial strategy
 - Analyse past mechanisms and their results during the past 4 years
 - Propose continuous improvements to current mechanism to ensure it is fair to both supported organisations and EIT Manufacturing
- Support European consortia at application stage:
 - Be the first point of contact for innovation funding applicants on commercial and financial return
 - Support applicants at submission stage through training, webinars and ad-hoc activities (support/mentoring in business analysis, market strategy, etc.).
- Support European consortia during project execution:
 - Identify commercialisation needs of funded organisations, and design an appropriate plan to support them through both internal and external services

- Review commercialisation plans delivered by funded organisations and assess their business maturity and commercialisation potential. If necessary, design a plan to further support them after the end of the EIT Manufacturing funding period.
- *With the support of the EIT Manufacturing commercial department:* run the cycle of negotiations to conclude revenue generation agreements with EIT Manufacturing, and ensure the successful commercialisation of the innovations.
- Follow up on past innovation activities (after the end of the funding period):
 - Ensure the proper deployment of support services as per the revenue generation agreements.
 - *In coordination with the EIT Manufacturing commercial department:* monitor sales and any other relevant KPIs
- Liaise with other EIT Manufacturing teams to build synergies and design relevant services to ensure maximum revenues for funded organisations and for EIT Manufacturing.

Qualifications:

- You hold a master's degree or equivalent related to business management, finance AND/OR a Master's Degree or equivalent in Engineering Science.
- You have at least 5 years of professional experience in the commercialisation of innovation. Experience of EU/national funding mechanisms would be a strong advantage.
- Financial knowledge and understanding about the cost structure of a product and a service proven by a past experience in controlling or as business analyst.
- Knowledge of contract law will be beneficial but not essential.
- You are fluent in English and preferably in French. Any additional EU language is a plus.

Skills:

- Strong sense of ownership with proven record of delivering results.
- Strong communication skills.
- You are proactive, independent and trustworthy.
- You respect timelines and deadlines.
- You enjoy working in matrix-organisations and multinational teams.
- You show a can-do attitude, and you are willing and eager to learn.

We offer:

- a full-time, unlimited duration employment contract under French labour law.
- a start-up mindset, fast and flat processes, straight internal communication, low hierarchies, and freedom to operate.
- a friendly atmosphere within a dynamic team at modern and well-located office facilities.

Location

The role location will be at EIT Manufacturing Headquarter, Paris (France).

Travel within Europe can be expected.

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

The application should be sent via e-mail to: hr.innov@eitmanufacturing.eu with subject header "EIT Manufacturing Commercial Support Officer".

The application should be written in **English**.
Only complete applications will be evaluated.

Closing date is October 23, 2023.

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

Please join us on this exciting journey. Send us your application now!