

Investment Manager m/f/d

Full-time position at EIT Manufacturing East in Vienna

WHO WE ARE

Founded in 2019, EIT Manufacturing was conceived with a bold vision: to uphold Europe's leadership in global manufacturing. Committed to this ambitious mission, EIT Manufacturing serves as a catalyst, bridging the gap between scientific breakthroughs and marketable innovations. By fostering collaboration and integration across fragmented networks, EIT Manufacturing nurtures dynamic ecosystems where ideas flourish and transformative technologies take root.

At the heart of our endeavor lies the pursuit of faster innovation, driven by the conviction that it holds the power to enhance daily living, propel progress towards Europe's climate objectives, and equip its workforce with the skills needed to navigate the challenges of tomorrow.

www.eitmanufacturing.eu

WHERE ARE WE LOCATED?

EIT Manufacturing's Impact Centers (IC's) serve as pivotal hubs, strategically positioned to forge connections between regions boasting vibrant manufacturing landscapes and cutting-edge technological advancements.

With its headquarters in Paris, EIT Manufacturing coordinates its activities via six Impact Centres placed in key areas. These centers are strategically located in Darmstadt (Central), Vienna (East), Gothenburg (North), Milan (South), Athens (Southeast), and San Sebastian (West).

This position

The role will be located at EIT Manufacturing Impact Center East, in Vienna (Austria) with the possibility of traveling for meetings or events taking place at the partners' and other stakeholders' facilities and locations.

How to Apply

A complete application should consist of:

- a full curriculum vitae,
- 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.east@eitmanufacturing.eu
with the subject "Investment Manager Vienna"

Only complete applications will be evaluated.

ABOUT THE INVESTMENT TEAM

The Investment Team at EIT Manufacturing specializes in providing crucial funding support to startups within the manufacturing sphere.

The EIT Manufacturing Investment Team is committed to catalysing the advancement of manufacturing-related startups. Beyond serving as a financial resource, we operate in close collaboration with our counterparts across Europe to deliver a comprehensive array of services to startups, SMEs, and larger enterprises.

As advocates for the European manufacturing innovation community, we benefit from the support of a robust consortium comprising over 80 partners, encompassing prominent Corporates, esteemed Research and Technology Centres, and esteemed Universities. Through strategic partnerships with our extensive network of Technical Experts and Investors throughout Europe, we endeavour to foster an environment conducive to the realization and expansion of groundbreaking ideas.

ABOUT THE POSITION

As the Investment Manager, you will play a crucial role in shaping the investment strategy of our organization and contributing to the growth and success of manufacturing-related startups across Europe. Working closely with the Head of Investments, you will have the opportunity to engage in a diverse range of activities, from identifying promising investment opportunities to providing ongoing support to startups in our portfolio.

In this dynamic role, you will collaborate with our European team to scout for potential investment targets, leveraging your expertise in the startup ecosystem to identify innovative ventures with high growth potential.

WHAT WE OFFER

- A dynamic, proactive, and multicultural working environment in a growing international firm
- A company and Management Team that gives you the opportunity to develop your skills and knowledge
- Regular internal trainings
- Fast processes, straight internal communication, low hierarchies, and freedom to operate
- Family atmosphere within a dynamic team at modern and well-located office facilities
- Technical equipment (Laptop, iPhone etc.)
- "Job ticket" for public transportation within Vienna
- Sodexo meal bonus
- Guided On-Boarding Programme
- Based on experience a minimum annual gross salary of € 65.000

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.



WHAT WE EXPECT

- Bachelor's degree in a relevant field, such as entrepreneurship, business management, engineering, commerce, or finance
- 5+ years of professional experience
- Exposure to venture capital investment and legal processes
- Understanding of the startup ecosystem
- Demonstrated experience or interest in manufacturing is advantageous
- Excellent organizational skills and ability to meet deadlines
- Outstanding written, oral, and presentation skills in English are mandatory
- Strong team spirit, proactiveness, autonomy, and trustworthiness.
- Willingness to travel within Europe

SKILLS AND EXPERTISE

- Strong analytical skills and ability to evaluate investment opportunities effectively
- Demonstrated experience in negotiating and executing investment deals
- Proficiency in financial modeling and valuation techniques
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with stakeholders
- Strategic thinking and ability to contribute to the development of investment strategies
- Knowledge of legal and regulatory frameworks relevant to venture capital investment
- Familiarity with the startup ecosystem and emerging trends in the manufacturing sector
- Proven track record of successful investments and portfolio management
- Ability to work independently and collaboratively in a fast-paced environment
- Fluency in English is mandatory; additional language skills are a plus

KEY ACCOUNTABILITIES

Supporting the Head of Investments, the Investment Manager will play a pivotal role in various operational, investment, and strategic activities:

- **Identify Investment Opportunities:** Proactively collaborate with the European team to identify and evaluate potential investment opportunities in startups across Europe. Conduct market research, analyze industry trends, and engage with entrepreneurs to assess the viability and potential of investment prospects
- **Manage Investment Process:** Oversee the end-to-end investment process, from initial due diligence to deal execution and portfolio management. This includes coordinating the contracting of external experts, facilitating due diligence processes, managing the Investment Committee meetings, and ensuring adherence to regulatory requirements and internal investment criteria
- **Develop Services Packages:** Work closely with invested startups to understand their specific needs and develop tailored services packages aimed at accelerating their growth and success. This may involve leveraging internal resources, connecting startups with relevant networks and partners, and providing strategic guidance and support
- **Monitor Invested Startups:** Provide ongoing support and guidance to invested startups throughout their lifecycle. Monitor key performance metrics, track progress against milestones, and proactively identify and address any challenges or opportunities that arise. Maintain regular communication with portfolio companies to ensure alignment with investment objectives and facilitate continuous improvement
- **Stakeholder Engagement:** Act as a key point of contact for stakeholders including entrepreneurs, investors, industry partners, and regulatory authorities. Cultivate strong relationships with portfolio companies, providing mentorship, networking opportunities, and strategic advice as needed. Collaborate with internal teams and external partners to maximize value creation and drive successful outcomes for all stakeholders

Application Deadline is 30 May 2024

At EIT Manufacturing, we believe diversity makes Innovation Happen! More diverse teams mean a wider range of opinions, leading to better and more robust results.

It is important that we work with the best talents, because together we can make a meaningful impact, and our diversity is central to this.

EIT Manufacturing values diversity and applies policies of equal opportunities.

We welcome applications without discrimination, on any grounds.

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