

Business Development & Innovation Manager

Do you want to drive digital transformation and shape Europe's future as a global leader in sustainable manufacturing through innovation? Come join our dynamic, diverse and autonomous team!

Full-time position at EIT Manufacturing North, in Finland or in any other country in the North region.

WHO WE ARE

EIT Manufacturing was established in 2019 with a vision that global manufacturing will continue to be led by Europe. To reach this ambitious goal, EIT Manufacturing translates scientific advances into marketable innovations and connects fragmented networks into thriving ecosystems. Ultimately, faster innovation can improve everyday life, help meet Europe's climate goals, and ensure that its workforce is ready for tomorrow's challenges. EIT Manufacturing is an emerging organization that's dynamically evolving and actively developing its processes.

WHERE ARE WE LOCATED?

EIT Manufacturing's regional offices are strategically located to link regions with high levels of manufacturing activity and advanced technology.

EIT Manufacturing is headquartered in Paris and has six regional offices in Darmstadt (Central), Vienna (East), Gothenburg (North), Milan (South), Athens (South East) and San Sebastian (West).

This role at EIT Manufacturing North is responsible for driving EIT Business Development & Innovation activities in the Northern region: Sweden, Norway, Finland, Denmark, Iceland, Estonia, Latvia, Lithuania and UK.

The role will be located in the North region (Finland and/or any of the other countries mentioned above), with frequent traveling for meetings or events taking place at the partners' and other stakeholders' facilities and locations.

ABOUT THE POSITION

You will sell & deliver our open innovation commercial services targeted for startups, SMEs and mid cap corporations fostering collaboration and driving sustainable growth in manufacturing. You will generate quality leads for SMEs, Mid cap corporations and implement the full customer journey for the open innovation commercial services. Our focus is to promote innovative solutions for the most pressing challenges of European manufacturers.

How to Apply

A complete application should consist of:

- your CV, in English
- a cover letter, in English

The application should be sent no later than Aug 19 to:
admnorth@eitmanufacturing.eu
with subject

"Business Development & Innovation Manager"
Ongoing recruitment applies, so don't wait!

Only complete applications will be evaluated.

TASKS

- Support implementation of EIT Manufacturing's commercialisation strategy on a regional level.
- Build and serve a portfolio of manufacturing SMEs and Mid cap corporations across Northern Europe aligned with our mission, strategy and value proposition.
- Work with those companies to understand and act on their manufacturing needs, digital transformation and sustainability challenges, decision-making processes, and operational modalities.
- Identify and evaluate potential commercial opportunities with SMEs and Mid cap corporations with focus on facilitating the collaboration with startups and other actors.
- Manage EIT Manufacturing co-funded project(s) and its administration in conjunction with the head quarter team.

WHAT WE OFFER

- Full-time role in a family atmosphere with a multicultural team where most of the team members are placed in Gothenburg, Sweden, but whereas this role will be placed in Finland and/or in any of the other North regions already mentioned.
- A dynamic, proactive, flexible and diverse working environment in a growing international firm.
- An environment that gives you the opportunity to develop your skills and knowledge and regular internal trainings to stay on top in our core business.
- Straight internal communication, low hierarchies, and freedom to operate
- Wellness allowance and other basics according to Swedish collective agreement.

WHAT WE EXPECT

- Master's degree or equivalent in a relevant field e.g. business management, engineering.
- Minimum 3 years of post-graduate experience.
- An understanding of Industry 4.0 trends and the challenges facing European Manufacturing, preferably from established manufacturing companies (as opposed to startups) in one or more of our Northern hub countries.
- English is our business language; another Northern hub language is a plus.

You also have some of the below:

- Exposure to innovation ecosystem, marketing and sales of services (Startups, corporate ventures, Technology Transfer offices, investment companies, etc).
- The capacity to generate leads, negotiate, win deals, and generate commercial revenues as well as build long-term relationships with a diversity of stakeholders.
- Exceptional ability to articulate ideas clearly and engage effectively with diverse audiences.
- Proficient in delivering compelling presentations that resonate with stakeholders.
- Extensive experience in driving B2B sales cycles and fostering long-term business relationships.
- A positive, open mindset and a thrive of working independently.

www.eitmanufacturing.eu

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.