

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 creation 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

Business Development and Innovation Manager – EIT Manufacturing South East

Full-time position at EIT Manufacturing South East regional office in Athens (Greece)

About Business Development and Innovation

EIT Manufacturing's Business Development and Innovation activities aim to empower startups, SMEs, Intermediate and large Corporates which show ambitious growth, profitable and sustainable business model, and an orientation to make social impacts in Europe.

We work for the European manufacturing innovation community, supported by a large consortium of more than 170 partners coming from Corporates, Research and Technology Centers, and Universities. We cooperate with many Network Partners, notably Technical Experts and Investors, to allow the emergence and development of business across European countries. To support our ecosystem, customers, and partners, we offer services in four streams: a) Broadening network and collaboration, b) Boosting viable innovation, c) Expanding skills and competences, and d) Accelerating sustainable growth.

About the EIT Manufacturing South East regional office

The EIT Manufacturing South East is an integral part of the governance of EIT Manufacturing, a Knowledge and Innovation Community (KIC) and fosters connectivity with local ecosystems through the provision of physical spaces for interaction. It initiates, hosts and implements the various KIC's activities and provides a platform for discussion of innovative ideas. The EIT Manufacturing South East identifies and builds new possibilities to further substantiate the KIC's long-term sustainability and are actively involved in helping to secure funding for Innovation, Education and Business Creation activities. The EIT Manufacturing South East also identifies and exploits promising opportunities for cross EIT Manufacturing South East activities

About the position

The Business Development and Innovation Manager in EIT Manufacturing South East regional office covers the countries of the EIT Manufacturing South East perimeter: Albania, Bulgaria, Cyprus, Georgia, Greece, Moldova, North Macedonia, Romania and Turkey.

The Business Development and Innovation Manager in EIT Manufacturing South East is in charge of developing the Business Development and Innovation strategy in the local ecosystem, working hand in hand with multiple stakeholders. The key targets of the actions are SMEs, intermediate companies, and Corporates.

The Business Development and Innovation Manager enables the companies in Manufacturing community to develop and grow across Europe, by leveraging the full capabilities of business development and innovation department - Managers, Experts, Technical Experts, Investors in the EIT Manufacturing South East and in cooperation with other EIT Manufacturing regional offices. The manager builds and strengthens the bridge between startups and the SMEs/Intermediate/Corporates.

The objective is to deliver results on both financial and nonfinancial aspects.

Key Accountabilities

- Support the development and implementation of the Business Development and Innovation strategy of the EIT Manufacturing South East regional office,
- Work closely with managers in the other five EIT Manufacturing regional offices across Europe and EIT Manufacturing headquarters contributing to the overall Inno2Market strategy and to identify Europe-wide best practices and business opportunities,
- Promote and deliver EIT Manufacturing commercial services startups, Small Medium Enterprises, Intermediates, Corporates, Universities/RTOs,
- Support the deployment of services, testing and development of new ones customized to the identified needs of the regional stakeholders,
- Engage regional startups, and technology providers, supporting the scale up of their activities in the Pan European manufacturing ecosystem,
- Support the development of the EIT Manufacturing South East regional office strategic goals by engaging relevant stakeholders from the regional manufacturing ecosystem and targeting on expanding the regional partnership.

Qualifications

- Master's Degree (or equivalent) in: Engineering Science or STEM disciplines and/or disciplines related to Entrepreneurship, Business management, Innovation,
- University or professional education related to manufacturing sector is a plus,
- Working experience of minimum 5 years.,
- Business experience in following countries is a key differentiating factor: Albania, Bulgaria, Cyprus, Georgia, Greece, Moldova, North Macedonia, Romania and Turkey,
- Knowledge of the main European funding programmes – in particular Horizon Europe,
- Good command of IT tools (MS Office, CRM, Web collaboration tools),
- Fluent in English and Greek. Proficiency in additional European languages is a plus.

Skills: Capacity to

- Have strong sense of ownership with proven record of delivering results.
- Respect timelines and deadlines.
- Enjoy working in multinational teams.
- Show proactiveness and a can-do attitude.
- Willing and eager to learn.

- Negotiate, win deals, and generate commercial revenues
- Build long term relationships with a diversity of stakeholders
- Work in a team, with strong cooperation and results oriented mindset
- Activate high level of autonomy and interpersonal skills

Experience (Strong plus)

- At least 5 years of demonstrated experience in Business Development /Innovation managing roles,
- At least 3 years of professional experience, preferably in manufacturing sector and / or with manufacturing clients,
- Significant exposure to innovation ecosystem (Startups, Technology Transfer offices, etc.) in previous roles,
- International and multidimensional environments work experience,
- Significant experience in transversal role, interacting with people from multiple backgrounds.
- Experience with EU-funded projects or Public financing institutions is a plus.

What we offer

- A start-up mindset, fast and flat processes, straight internal communication, low hierarchies and freedom to operate.
- A friendly, international atmosphere within a dynamic team at modern and well-located office facilities.

Location

The role location will be at EIT Manufacturing South East regional office, in Athens (Greece) with the possibility of traveling for meetings or events taking place at the Headquarters or at the partners and other stakeholders' facilities and locations (EU).

Reporting

The Business Development and Innovation Manager will report directly to the Senior Manager of the Business Development and Innovation team of EIT Manufacturing South East.

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 and
- (ii) a covering letter describing briefly how you meet the criteria outlined and your vision for the vacancy.

Please send your application via e-mail to:

clcsoutheasthr@eitmanufacturing.eu with subject "EIT Manufacturing South East | Business Development and Innovation Manager".

The application should be written in **English**.

Only complete applications will be evaluated.

Closing date is the **14 July 2024**.

For further information, please contact clcsoutheasthr@eitmanufacturing.eu

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