

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

Business Development Manager – RIS specialist

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

About the EIT Manufacturing South East

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 Regional Innovation Scheme (RIS):

The EIT Regional Innovation Scheme constitutes an integral part of EIT Manufacturing's strategy and is designed as a long-term initiative to strengthen the national and regional innovation eco-systems of countries that are moderate and modest innovators by transferring good practices and know-how to boost innovation.

Currently, EIT RIS eligible countries are the following:

- EU Member States: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Slovakia, Slovenia, Spain, Romania
- Third countries: Montenegro, North Macedonia, Serbia, Turkey and Ukraine. These third countries, which are all listed in the European Innovation Scoreboard, will be fully eligible for the EIT RIS, following the successful conclusion of individual Horizon Europe Association Agreements.
- Outermost Regions: Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).

A primary objective of EIT Manufacturing is to establish a stable innovation ecosystem in EIT RIS countries that will be directly and closely linked with EIT Manufacturing. Towards this purpose, EIT Manufacturing will implement a range of activities engaging individuals (e.g. students, researchers, manufacturing workforce) and entities (e.g. manufacturing companies, especially SMEs, start-ups, scale-ups, universities, research institutes, etc) within the

context of the EIT Regional Innovation Scheme. EIT Knowledge Triangle Integration in all three main areas, Innovation, Education and Business Creation will be promoted and facilitated. Accordingly, it is crucial that our RIS portfolio is monitored, supported and steered towards accomplishing the strategic objectives of our community.

About the position

The selected applicant will be responsible for identifying regional and national initiatives in EIT RIS eligible countries of EIT Manufacturing South East and beyond, realizing fruitful collaborations of EIT Manufacturing South East and EIT Manufacturing in general with these initiatives, including exploring the possibilities for attracting funding. He/she will strongly engage suitable regional and national stakeholders from the relevant countries, raise awareness of EIT Manufacturing and materialize concrete synergies and joint initiatives with regional/national authorities.

Key Accountabilities

- Promote EIT Manufacturing Calls and Programs, while driving the EIT Manufacturing RIS Strategy implementation and reporting,
- Attract stakeholders from RIS Countries including, but not limited to, regional / national authorities,
- Promote, sell and deliver services and collaboration schemes with, but not limited to, regional/national authorities,
- Support the portfolio of EIT Manufacturing projects, facilitating their execution, development and commercial success,
- Organize workshops, meetings and dissemination events with the relevant regional/national authorities,
- Prepare all relevant documentations (deliverables, collaborations planning, MoUs, MoCs, performance and cost reporting, KPIs, etc) ,
- Take appropriate actions and measures to achieve the defined objectives and targets (e.g. SMART KPIs),
- 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:

- University degree in relevant field: university or professional education related to manufacturing is a plus,
- Minimum of 3 years experience in relevant and similar tasks,
- 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,
- Demonstrated network in governmental institutions for relevant regions/countries is a plus.

Skills and expertise:

- Experience in the relevant fields such as ecosystem creation, acceleration programmes, entrepreneurship, engagement of individuals for innovation, incubation, networking, etc.
- Good knowledge of regional and national programmes, initiatives and strategies,
- Process-oriented with attention to detail and ability to best combine analytical thinking with creativity in order to develop joint initiatives with regional/national authorities,
- A team player who understands the importance of team work in an international environment,

- Independent and trustworthy,
- Experience in dealing with representatives at all levels in governments, academia, industry, research,
- Organized, proactive, service-oriented, capable of multi-tasking,
- Willingness to travel regularly to partner locations across Europe.

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 at EIT Manufacturing with the Senior Manager of the Business Development and Innovation team and the Director of EIT Manufacturing South East. 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: clcsoutheasthr@eitmanufacturing.eu with subject "EIT Manufacturing South East | Business Development Manager – RIS Specialist".

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

Closing date is **14 July 2024**

For further information, please contact clcsoutheastr@eitmanufacturing.eu

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