

# Business Development and Innovation Manager – Focus Business Creation (m/f/d)

Full-time position at EIT Manufacturing Central in Darmstadt, Germany

## About EIT Manufacturing

EIT Manufacturing is an open innovation community supported by the EIT (European Institute of Innovation and Technology), a body of the European Union. EIT Manufacturing's main goal is to bring European stakeholders focused on manufacturing together in innovation ecosystems that add unique value to European products, processes and services and inspire the creation of globally competitive, resilient, and sustainable manufacturing. EIT Manufacturing brings together more than 180 organizations from business, education and research, working on the industrialisation and commercialisation of technologies that are close to market. EIT Manufacturing is headquartered in Paris and has several regional offices, located in Athens, Darmstadt, Gothenburg, Milan, San Sebastian and Vienna. EIT Manufacturing Central covers the Central European region, including Germany, Belgium, the Netherlands, Luxemburg, Ireland and Poland.

## About the position

The Business Development and Innovation Manager with focus on business creation builds and strengthens the bridge between technology providers such as startups and potential manufacturing customers, working hand in hand with multiple stakeholders. The key targets of the actions are SMEs, mid-cap companies, Corporates and investors.

The position holder enables the companies in Manufacturing community to develop and grow across Europe, by leveraging the full capabilities of EIT Manufacturing and its partners including experts, investors and research institutes.

## Key Accountabilities

- Strengthening the manufacturing startup ecosystem  
The position holder will identify high-potential startups targeting the innovativeness of the European manufacturing industry and involve them into EIT Manufacturing activities
- Prospection and engagement of SMEs / Mid-Caps / Corporates  
The objective is to build a portfolio of SMEs, Mid-Caps, and Corporates in Manufacturing across Europe which are customers and/or partners of EIT Manufacturing.
- Delivery of services to startups, SMEs, Mid-Caps and Corporates  
The position holder will deliver startup services (i.a. access to market, access to finance, coaching and mentoring) and corporate services (i.a. support for transformation, open innovation services). The delivery of those services should generate sustainable revenues.
- Engagement with regional innovation ecosystems  
The position holder will support the development of the regional strategic goals by engaging relevant stakeholders from the local manufacturing and innovation ecosystem e.g. research institutions, trade organisations, accelerators, national and regional business support organisations.
- Contribute to the overall Business Development Strategy  
The position holder will contribute to build the organization reputation and brand incl. recognizable formats established in the community. The development of specific communication materials for promotion of services, events, calls, etc. to partners as well as the cooperation with other EIT

Manufacturing teams and other European organizations (EIT, KICs, etc.) coordinating pan-European activities are part of the responsibilities of the position.

### **Qualifications and Experience**

- Master's Degree (or equivalent) or MBA with majors in: engineering, science, business, commerce or finance. Education related to manufacturing sector is a plus.
- 3+ years commercial experience within a manufacturing company (applicants with more experience also encouraged to apply)
- Business experience in one or more of: Germany, Netherlands, Belgium, Luxembourg, Poland, Ukraine, Ireland
- Fluent in English and German. Other European languages considered as a plus
- Significant exposure to innovation ecosystem (Startups, Technology Transfer offices, etc.)
- International and multidimensional environments work experience
- Significant experience in transversal role, interacting with people from multiple backgrounds
- Experience in sales, marketing and communication is considered a plus
- Experience with EU-funded projects or public financing institutions is a plus

### **Skills: Capacity to**

- develop business for both startups and established companies
- negotiate, win deals, and generate commercial revenues
- build long term relationships with a diversity of stakeholders
- understand the public- private partnerships environment
- work in a team, with strong cooperation and results oriented mindset
- collect, analyse, share and present complex information
- operate with high level of autonomy and good interpersonal skills

### **We offer**

- making an impact in European manufacturing, on both financial and social sustainability (jobs creation, transition to greener planet, diversity in companies)
- exposure to the latest manufacturing technologies and the innovation community
- organisation with freedom to operate and opportunity to bring new ideas
- a collaborative atmosphere within a dynamic team at modern and well-located office facilities
- a full-time, unlimited duration employment contract under German labour law

### **Location**

The role location will be at EIT Manufacturing Central, in Darmstadt, Germany with the opportunity for travel across Europe. A hybrid working arrangement may be considered depending on the candidate. Regular presence in the offices in Darmstadt is required.

### **Reporting**

The position reports to the Senior Manager Business Development and Innovation.

### **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: [central@eitmanufacturing.eu](mailto:central@eitmanufacturing.eu) with subject "EIT Manufacturing Business Development Manager – Focus Business Creation".

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

Only complete applications will be evaluated.

Closing date is the **10 July 2024**.

For further information, please contact: [central@eitmanufacturing.eu](mailto:central@eitmanufacturing.eu)

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