

# Business Development and Innovation Manager – Focus Education and Training (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

In your capacity as Education and Training Manager, you are accountable for the effective development, promotion and uptake of the EIT Manufacturing Education services and programs in the nations represented by the regional office. The chosen candidate will oversee creating, directing, and growing the local EIT Manufacturing education ecosystem. As position holder you will collaborate with the local team to actively integrate the education perspective in EIT Manufacturing activities.

## Missions and key Accountabilities

- Understand the needs of the partners and customers in terms of talent, skills and training. Package, promote and foster the uptake of the EIT Manufacturing Education services
- Develop, manage and maintain the local EIT Manufacturing education ecosystem (including, among others, students, universities, RTOs, industrial companies and training providers and distributors),
- Contribute to the achievement of EIT Manufacturing education objectives and targets
- Support the dissemination and promotion of EIT Manufacturing Education funded activities at the local level, building awareness and participation in training programs,
- Contribute to the implementation of the education strategy of EIT Manufacturing in collaboration with other departments,
- Develop strategic partnerships with key Education content providers, distributors and other relevant stakeholders in the region, in close collaboration with the commercial arm of EIT Manufacturing.

## Qualifications and Experience

- Master's Degree (or equivalent) or MBA with majors in business management, engineering, commerce, entrepreneurship, Project/Programme Management of education or training activities or relevant work experience,
- Good command of IT tools (Office, web collaborative tools, Learning Management Systems),
- Fluent in English and German. Proficiency in additional European languages is a plus.
- Expertise in the field of education and training,
- Knowledge of the manufacturing sector is considered as a plus,
- Experience in promotion, sales, and uptake of (ideally) education programs,
- At least 5 years of relevant working experience in education and training, technology markets and/or innovation management,
- Established network of relevant stakeholders from industry and academia in the relevant countries,
- Experience with European Commission funded programs (e.g., Horizon programs) will be considered as a plus.

#### Skills

- You are passionate and goal oriented,
- You have the capacity to create solid networks and connections,
- You think creatively and strategically,
- You have exceptional project management abilities and a track record of delivering results,
- Your communication abilities are excellent,
- You enjoy working in matrix and multinational organisations,
- You are proactive, independent, and trustworthy.

#### 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 at EIT Manufacturing with the Director of Education and the CLC Central Director. 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 "**Business Development and Innovation Manager – Focus Education and Training**".

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!**