

*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](http://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](http://www.eitmanufacturing.eu)*

*EIT Manufacturing now invites applications for the position of*

## **Business Development and Innovation Manager – EIT Manufacturing South**

Full time position at EIT Manufacturing South in Milan (Italy)

### **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 250 organizations from business, education and research from 18 countries, working on the industrialisation and commercialisation of technologies that are close to market. EIT Manufacturing strategy is articulated according to three main Pillars, namely: Innovation, Business Creation and Education. EIT Manufacturing has headquarters in Paris and has several Impact Centers (ICs), located in Athens, Darmstadt, Gothenburg, Milan, San Sebastian and Vienna.

### **About the Impact Center South (IC South)**

EIT Manufacturing – IC South, with its headquarters in Milan, Italy, is one of EIT Manufacturing's six Impact Centres. IC South currently serves eight countries of the Southern-Europe region comprising Italy, Malta, Switzerland, Israel, Bosnia and Herzegovina, Kosovo and Montenegro. IC South is an integral part of the KIC's governance and fosters connectivity with local ecosystems through the provision of physical/digital spaces for interaction. It initiates, hosts and implements the various KIC's activities and provides a platform for discussion of innovative ideas. IC South 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, Business Creation, Education and RIS (Regional Innovation Scheme) activities.

### **About the position**

The Business Development and Innovation Manager at EIT Manufacturing IC South will be part of our international Inno2Market team. He/she will support the IC South in facilitating and driving regional EIT Manufacturing Innovation to achieve their commercial success. He/she will develop and support the implementation of EIT Manufacturing's Inno2Market Strategy and broaden the reach of the local ecosystem. The Business Development and Innovation Manager will also support the monitoring and

advising of the EIT Manufacturing Projects portfolio. The position reports directly to the Business Development and Innovation, Senior Manager at IC South.

**Missions and key Accountabilities:**

- Scout, identify and engage high-potential startups and technology providers, supporting the scale up of their activities within the European manufacturing ecosystem
- Engage and build relationships with regional innovation ecosystems and stakeholders (e.g. research institutions, trade organisations, incubators/accelerators)
- Support bridging activities and commercial opportunities between technology providers (eg. Startups, scaleups, innovation projects) and potential customers within the manufacturing ecosystem
- Promote and deliver commercial services to startups (e.g. access to market, access to finance, coaching and mentoring) and corporates (e.g. support for transformation, open innovation services).
- Support the deployment of services, testing and development of new ones customized to the identified needs of the regional stakeholders
- Support the portfolio of EIT Manufacturing Innovation projects, facilitating their execution, development and commercial success
- Support the deployment of services at IC level, testing and developing new ones as well
- Promote all the Inno2Market activities and services within the IC South ecosystem, while attracting potential new members of such ecosystem
- Take an active role in facilitating networking and community development on IC South perimeter

**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
- 5+ years of working experience
- 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 Italian. Proficiency in additional European languages is a plus

**Experience:**

- Demonstrated working experience in R&D and/or Innovation project management (at least 1-2 years)
- 3+ years commercial experience within a manufacturing company
- developing business for startups and established companies
- build long term relationships with a diversity of stakeholders
- Experience in EU and/or national funded R&D/Innovation projects is considered as a plus

**Skills:**

- 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

#### **We offer:**

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

#### **Location**

The main role location will be at EIT Manufacturing IC (Innovation Center) South, in Milan (Italy) or other IC local offices (e.g. Bari) with the possibility of traveling for meetings or events taking place across Europe.

#### **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 Business Development and Innovation, Senior Manager and the IC South 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,
- (ii) a Cover Letter describing briefly how you meet the criteria outlined and your vision for the role.

The application should be sent via e-mail to: [clcsouth@eitmanufacturing.eu](mailto:clcsouth@eitmanufacturing.eu) with subject header "EIT Manufacturing South – Business Development and Innovation Manager".

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

Closing date is **30 August 2024**.

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

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

