

Application deadline: 9 November 2020

Head of New Business (“Future Mobility Factory”)

ABOUT EIT URBAN MOBILITY

The website of EIT Urban Mobility is <https://www.eiturbanmobility.eu>

EIT Urban Mobility, supported by the European Institute of Innovation and Technology (EIT), acts to accelerate positive change on mobility to make urban spaces more liveable.

EIT Urban Mobility is an initiative of the European Institute of Innovation and Technology (EIT). Since January 2019 we have been working to encourage positive changes in the way people move around cities in order to make them more liveable places. We aim to become the largest European initiative transforming urban mobility. Co-funding of up to € 400 million (2020-2026) from the EIT, a body of the European Union, will help make this happen.

	<p><i>We create systemic solutions that will move more people around the city more efficiently and free up public space.</i></p>
	<p><i>We bring all key players in urban mobility together to avoid fragmentation and achieve more.</i></p>
	<p><i>We engage cities and citizens from the word go, giving them the opportunity to become true agents of change.</i></p>

In order to support the vision of creating more liveable urban spaces, EIT Urban Mobility is opening a call for applications for a Head of New Business (“Future Mobility Factory”) – to be located in Barcelona, Helmond, Copenhagen, Prague or Munich. The Head of New Business (“Future Mobility Factory”) will be responsible for developing and implementing the Factory’s business model and sales strategy, as well as leading its staff (3 as of today). S/he will report directly to the Chief Executive Officer (CEO).

>Job reference: HR043-2020



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MAIN DUTIES AND LEADERSHIP RESPONSIBILITIES

- With the CEO and other members of the Management Team, develop the business plan and strategic framework of EIT Urban Mobility.
- Provide leadership and management to the factory team to reach business goals.
- Manage the Factory budget, define, coordinate, monitor, and optimize factory activities.
- Constantly seek new ways to improve the EIT Urban Mobility value proposition and to generate new revenue streams.
- Develop and implement the Factory sales strategy.
- Develop the central platform and tool-box.
- Develop, sell and deliver advisory services.
- Raise funds from external, non-EIT sources.
- Establish knowledge management processes to create transparency on new scalable Urban Mobility solutions.
- Closely collaborate with all Thematic and Innovation Hub Directors to identify scalable solutions and city demands.
- Provide guidance to the innovation director for portfolio management by indicating scalability potential of innovation projects.

KEY SKILLS AND EXPERIENCE

- At least 5 years of working experience.
- A strong track record in consulting, business development, sales, preferably in the Mobility sector.
- Experience in developing new business models, customer-centric consulting offerings / service offerings in the areas of mobility, smart cities, or adjacent sectors.
- Experience developing platform-based, data-driven services.
- Strong customer orientation.
- Experience with management of activities and relationships in the Knowledge Triangle (Education, Business and Research & Technology) and with municipalities.
- Demonstrable experience of portfolio management, including budget control, development of funding support and appropriate monitoring systems.
- Deep understanding of open innovation, co-creation, technology transfer and commercialization of research, including product/service development, IP and data strategies, IP rights and licensing, and venture capital.
- Excellent consulting skills.
- Well-developed management and negotiation skills.
- Outstanding communication skills verbally and in writing, with strong persuasion and negotiation skills.

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- Experience working in a multi-national multi-cultural environment, a European perspective is considered a plus.
- Versatile in teamwork on all organizational levels and experience from working in a matrix organization.
- Excellent command of the English language is mandatory. Additional European languages desirable.

ELIGIBILITY

General Conditions:

By the closing date of this call candidates must:

- be a national of an EU Member State or have a working permit to work in one of the following countries: Spain, Denmark, Netherland, Germany, Czech Republic;
- enjoy their full rights as citizens;
- have fulfilled any obligations imposed by national laws concerning military service; and,
- meet the character requirements for the duties involved.

Education:

- Business or Engineering Master's degree. Only qualifications issued by an EU Member State authorities and qualifications recognised as equivalent by the relevant EU Member State authorities will be accepted.
- Written and spoken English (C1) and one additional relevant Hub community language.

JOB AND CONTRACT TYPE

Full-time employment.

LOCATION

- Barcelona, Helmond, Copenhagen, Prague or Munich
- Availability to travel

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APPLICATION PROCESS

EIT Urban Mobility is an equal opportunity employer and values diversity. To build a strong digital Europe that works for everyone it is vital that we have diverse range of skills, knowledge and experience in the sector. Therefore, we welcome applications from anyone who meets the above criteria and encourage applications from women, ethnic minorities, and other underrepresented groups.

To apply for this position, please send a full application form consisting of a letter of motivation and a current curriculum vitae to recruitment@eiturbanmobility.eu.

Please download the **application template** from EIT Urban Mobility site. Complete the four elements of the application:

- 1) Personal **Contact Details**;
- 2) An **essential criteria** checklist;
- 3) A **Cover Letter** demonstrating how you match the skills defined in the job description – examples should be given;
- 4) A **curriculum vitae**.

Follow the naming process detailed below:

Format: Save your completed application form in **one single file** in either PDF or Word format.

File name: Name the file according to the model “*EIT_BDF_last name_first name*”. For example, Joanna Smith would name the file, *EIT_IPM_Smith_Joanna*.

Email title: In the email subject title ensure you specify the preferred location. The subject field should read “*Business Creation Manager. HR043-2020*”.

Send to: Send your completed application to: recruitment@eiturbanmobility.eu.

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Data Protection Disclaimer

Your personal data will be handled with utmost care by the EIT KIC URBAN MOBILITY, S.L. or its subsidiaries, as responsible. The aim of collecting this data is for the recruitment of the offered positions. We will process your personal data following your consent made by applying to such job offer.

This will allow us:

- to enable you to submit your CV to apply for specific jobs;
- to match your details with the job vacancies and to eventually contact you;

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- to retain your details and notify you about future job opportunities similar to the specific role for which you have contacted us;
- to answer your enquiries.

Please note that your details may be shared with external parties supporting in the selection and review process. However, data will not be shared beyond these parties. We will keep your personal data only for as long as necessary.

Should you have any questions about Data Protection or you want to exercise your rights (access, correction, erasure, object or restrict processing, data portability, and any other relevant right), please email recruitment@eiturbanmobility.eu.

