

Application deadline: 8 June 2022

Marketing & Partnerships Officer

BACKGROUND

EIT Urban Mobility, an initiative by the European Institute of Innovation and Technology (EIT), acts to accelerate change on making urban spaces more liveable. Since 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.

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

ABOUT THE JOB

The **Marketing and Partnerships Officer** reports directly to the Director of Market Development. The primary focus will be to support product/service innovators in scaling up innovative urban mobility solutions in the market and develop the market of EIT urban Mobility related services. The selected candidate will be responsible to support the growth of the mobility solutions portfolio of the EIT Urban Mobility beyond its own funded programmes, the lead generation for EIT Urban Mobility services, and to support the development of business partnerships with key Industry and city networks, including the production of joint events to enable innovators matchmake with their potential clients and business partners.

The job has elements of product portfolio management and marketing & sales in the field of sustainable urban mobility. Specific responsibilities include:

- Develop marketing and sales operations with the objective of scaling innovative urban mobility solutions and create sustainable income for the EIT Urban Mobility partnership.

- Build a qualified database of solutions and leads in the framework of the EIT UM marketplace, by benchmarking the market regarding sustainable mobility solutions and engaging them in order to make them beneficiaries of the EIT Urban Mobility's marketplace.
- Lead generation for EIT Urban Mobility added value services based on CRM analytics.
- Perform business development activities by engaging in partnerships with business partners (industry, cities, investors) and create business opportunities for our portfolio of innovators.
- Organise dedicated events with city and industry partners across Europe to showcase the best practice innovative urban mobility solutions.
- Contribute to the development of new added value services to scale urban mobility solutions.

The position is based in **Barcelona or Brussels** (preferred location). Other locations in Europe to be considered upon candidates' assessment.

Permanent and full-time position, with possibility to homework up to 2 days a week.

No relocation expenses are assigned.

THE PERSON WE ARE LOOKING FOR

We put a high value on your individual qualities, and we are looking for someone who strives for making a difference together with other people.

The ideal candidate would have:

- At least 5 year of working experience.
- Experience in B2B marketing and sales in the mobility and transport sector.
- Experience in innovative product market scaling.
- Experience as user of marketing analytics tools.
- Excellent social communication skills.
- Excellent consulting and negotiation skills.

Experience in the below would be considered as a plus:

- International working experience in multicultural teams and fast-paced organisations.
- Experience in data visualization and reporting tools (power BI, tableau, etc) considered a plus.

To be a fit for this role:

An ideal candidate will strive to generate positive environmental and social impact in line with EIT Urban Mobility's mission. We are looking for individuals with a "can do" attitude, who are passionate about disseminating knowledge, know-how, good practices and lessons learnt.

GENERAL CONDITIONS

By the closing date of this call candidates must:

- be a national of an EU Member State or have a working permit valid to work in Spain.
- enjoy their full rights as citizens;
- meet the character requirements for the duties involved.

EDUCATION

- University degree in Business Administration, Marketing, or Engineering.
- Complementary education/training in Internet Business and/or digital marketing can be a plus.
- Fluent in English (oral and written). Other European languages considered a strong plus.

OUR OFFER

- Permanent and Full-time position.
- No relocation expenses are assigned.
- Possibility to homework up to 2 days a week.

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.

To apply for this position, please download the [application template](#) from EIT Urban Mobility website. 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 PDF format.
File name: Name the file according to the model “*EITUM_first name_last name*”. For example, Joanna Smith would name the file, *EITUM_Joanna_Smith*.
Email title: The subject field should read “*Marketing & Partnerships Officer. HR102-2022*”.
Send to: Send your completed application to: recruitment@eiturbanmobility.eu.

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Data Protection Disclaimer

Your personal data will be processed with utmost care by the EIT KIC URBAN MOBILITY, S.L. or its subsidiaries.

The said processing will allow us to manage the recruitment of the offered positions, and more specifically:

- 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;
- 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.

You can exercise your data protection rights, writing to recruitment@eiturbanmobility.eu.

You may find further information in the full GDPR Compliance privacy note for applicants available [here](#).