




Application deadline: 9 September 2022

Professional School Business Development Manager

ABOUT EIT URBAN MOBILITY

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.

	<i>We create systemic solutions that will move 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 EIT URBAN MOBILITY ACADEMY

Our Academy is a collaborative arena for lifelong learning, helping to build critical capabilities for innovation and transformation. We are training the next generation of urban mobility practitioners, needed by the urban mobility ecosystem of the future. The EIT Urban Mobility Academy has three main areas: the Master School, the Doctoral Training Network and the Competence Hub, as well as an Education Capacity Building team which supports Academy collaboration with the rest of the EIT Community.

Our programmes are intersectoral, interdisciplinary, international, and entrepreneurial.

ABOUT THE ACADEMY COMPETENCE HUB (PROFESSIONAL SCHOOL)

The Competence Hub offers intensive programmes on hot topics in urban mobility and transport to work with professionals from different sectors, such as project managers, engineers, entrepreneurs, or urban planners, co-created by our partners and subcontractors in various locations in Europe.

It operates through by providing 3 types of learning experiences:

- (1) the Academy WebTV which provides short and easy-to-follow videos that showcase cutting-edge practices in urban mobility in Europe
- (2) different types of e-courses, E-courses (SOCs and MOOCs) to learn about urban mobility concepts, challenges & transformations, at your own pace and
- (3) Face-to-face (F2F) courses (either on-site, online or blended) for professionals and organisations to overcome specific mobility challenges and lead the transformation of the sector.

More information on each of these learning experiences is available on our website:

<https://www.eiturbanmobility.eu/competence-hub/>

ABOUT THE JOB

The **Professional School Business Development Manager** will support and report to the Head of the Competence Hub. She/he will be in charge of the overall design and execution the Competence Hub's development strategy, focusing mainly on our F2F Courses and our e-course. She/he will define and execute all of actions covering the "commercial life-cycle" of our courses: sourcing and qualifying leads (B2B and B2C) engaging with key-stakeholders, assessing their needs, preparing and presenting proposals, etc.

Tasks and responsibilities include:

- Assisting the Head of the Competence Hub in the development of a strategic framework relative to the business development life-cycle and go to market of our course portfolio, and in the definition of intermediary goals/quotas/KPIs needed to reach the Competence Hub's overall Financial Sustainability goal.
- Defining and meeting annual sales goals, by leveraging the EIT Urban Mobility brand, our many partnerships with top European Universities, Mobility Companies and Cities, as well as our own teams and resources: Education Capacity Building, Communication, Innovation Hubs, City Club, etc.
- Creating and maintaining strong relationships with key clients/partners by making regular visits/calls, understanding their needs, and anticipating new collaboration opportunities.

- Identifying, involving and managing the relationship with marketing agencies and sales representatives or other commercial intermediaries, to build relevant marketing/sales plans that fuel business growth.
- Leveraging major Urban Mobility conferences and events and conducting visits, online/on-site/off-site information sessions, or participating in networking events to identify new leads, both at a B2B and B2C level.
- Building and nurturing a client database, utilising our CRM platform (Podio).
- Supporting the replication and delivery of our F2F courses, when necessary.
- Ensuring optimal synergies with other initiatives from the EIT Urban Mobility as well as supporting all relevant reporting activities to EIT.

The preferred location for the position is **Barcelona**. However, the position can be based either in Brussels, Copenhagen, Helmond, Munich and Prague.

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

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.

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 years of experience in the sales and business development of professional training or similar services (consulting, coaching, design, project management, etc.). Experience in marketing or in working with marketing agencies/departments is a plus.
- A strong business acumen, with the ability to "think & talk business" and identify the best sales and revenue generation strategy/opportunities for our course and partner portfolio, at a European level.

- An entrepreneurial mindset/drive. The commercial strategy of the Competence Hub will need to be built from the ground up (thinking) and then implemented (doing). Reaching/exceeding revenue goals will justify further growth within the team.
- A doer as well as a thinker. The position will consist of around 70-80% of operational tasks (doing) and around 20-30% of strategic/conceptual tasks (thinking).
- Ability/interest to work back-office (portfolio/data analysis, strategy, CRM, proposals, etc.) and front-office (client/partner visits, events, webinars, presentations, etc.)
- Capability to work in building and nurturing strong business relationships/networks.
- Well-developed presentation, communication, project-management, and negotiation skills.
- Strong digital skills.

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 (or Brussels, Copenhagen, Helmond, Munich and Prague).
- enjoy their full rights as citizens;
- meet the character requirements for the duties involved.

EDUCATION

- Master's degree in business administration or equivalent training or working experience.
- Fluent in English, at least C1 level. Fluency in additional European languages is a plus.

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 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 application form in **one single file** in either PDF or Word 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 “*Professional School Business Development Mgr. HR082-2021*”.
- Send to: Send your completed application to: recruitment@eiturbanmobility.eu.

Deadline for Applications: 9 September 2022

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](#).