




Application deadline: 30 August 2022

Sales Manager – Europe

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 in 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>

Activities are carried out by partner institutions that are allocated to five Innovation Hubs. The objective of the Innovation Hubs is to create a vibrant innovation ecosystem, ensuring effective knowledge and activity management and prominent regional visibility. The Innovation Hubs coordinate local and regional activities of EIT Urban Mobility and the network of partners and stakeholders involved in their Innovation Hub region. The five Innovation Hubs work closely together to achieve the goals and mission of the EIT Urban Mobility.

We constantly strive to identify gaps in our partnership and search for partners which add value and will help EIT Urban Mobility to deliver on its strategic objectives as defined in the strategic agenda.

The Innovation hubs work closely with EIT Urban Mobility thematic areas (Academy, Business Creation and Innovation) and corporate functions like communications to support the implementation of the EIT UM strategy through activities in their geographical area.

ABOUT THE JOB

The **Sales Manager** will be based in **Barcelona, Spain** and report directly to the Director of the Ecosystem and Stakeholders area, which encompasses all activities to develop and nurture the network of partners and animate the European Urban Mobility ecosystems through regional hubs. The principal role of this position will be to develop, manage and continuously improve all processes and strategies to create new partner leads and support the hubs in their ambitious partnership growth strategies.

Main tasks and responsibilities include:

Sales

- Analyse performance and develop sales targets across Ecosystem & Stakeholder (E&S) for E&S Director
- Identify & develop sales and growth strategies to deliver E&S sales targets
- Develop the value propositions: networking, funding, knowledge sharing and market opportunities
- Create strategies to leverage the most relevant urban mobility conferences and events (e.g. Tomorrow Mobility) & attend key events to identify & nurture leads
- Build and develop the client lead database, using CRM platform (Podio)
- Introduce Partner development officers (PDO) in the IHs to potential partners and work with PDOs to convert to sales.
- Ensure smooth transfer of partner relationship at signing for PDO to manage
- Manage the relationship with sales representatives or other commercial intermediaries
- Own, implement & enhance the core sales process for E&S

Marketing

- Understand & segment regional customer needs (with inputs from PDOs) & provide input to central marketing planning
- Work with central marketing to develop marketing materials for prospecting & conversion

- Agree priority target partners & develop marketing campaigns working closely central marketing team
- Oversee development of regional campaigns by PDOs who leverage & tailor central assets will

The position is based in **Barcelona (Spain)**.

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

Some travel is expected.

No relocation expenses are assigned.

Preferred starting date: 1 October 2022

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 years of experience in B2B sales.
- Demonstrable experience working at strategic and operational levels, on the entire commercial lifecycle (both marketing and sales)
- Demonstrable experience commercialising a service in several different European countries or cities.
- Experience in working in an international environment
- Committed and collaborative
- Experience working with companies in the start-up phase support in the definition and implementation of the process.
- Ability to work in a matrix organization
- Good communication skills, at ease with analytical tasks and being strategic at the same time.
- Proven capability in event organization for different types of stakeholders;

Experience in the below would be considered as a plus:

- Experience in the below would be considered as a plus:
 - Knowledge in working with academic, industry and / or city partners;
 - Mobility ecosystem experience & deep understanding of the marketplace business models working with local and/or regional authorities.

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 sales.

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:

- Completed Business or Engineering Masters' degree or three years of equivalent professional experience.
- Excellent written and spoken English (corresponding to at least C1 level).

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 completed application form in **one single PDF file** format.
- File name:** Name the file according to the model “*first name_last name – job position*”. For example, Joanna Smith would name the file, *Joanna_Smith EITUM_Sales Manager*”.
- Email title:** The subject field should read “Sales Manager. HR109-2022”.
- Send to:** Send your completed application to: recruitment@eiturbanmobility.eu.

Deadline for Applications: 30 August 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](#).