




Application deadline: 3 November 2022

Partner Development Officer IH Central

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.

	<p><i>We create systemic solutions that will move 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>

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 eco-system, 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 with the core partners and other parties involved in their Innovation Hub region. The five Innovation Hubs work closely together to achieve the goals and mission of the EIT Urban Mobility.

ABOUT THE JOB

The **Partner Development Officer** supports the Innovation Hub Director in managing the Innovation Hub partnership community and wider eco-system in the countries covered by Innovation Hub Central (Germany, Austria, Switzerland, Italy, Slovenia, Croatia and Turkey). As Partner Development Officer, your key responsibility is to engage the partners, to retain them within the community and grow and expand their involvement with EIT Urban Mobility activities.

More specifically, the position encompasses the overall responsibility for the partner management lifecycle of EIT Urban Mobility.

The job holder will contribute to strengthening EIT Urban Mobility's partnership and stakeholders by increasing the awareness, visibility and understanding of EIT Urban Mobility's activities, results, and achievements, specifically for the Innovation Hub Central.

Tasks and responsibilities include, but are not limited to:

Strategy & Business Development – Develop and strengthen partnerships and strategic stakeholder relations:

- Develop & nurture partner relationships & create strategies to increase value for partners & EIT UM
- Identify pain points impacting partners & develop action plans
- Identify new opportunities to create value for partners by working across the organization
- Support the Hub Director to develop strategies to retain current partners & upsell additional services
- Identify new partners in the region
- Manage the leads process in the Hub in coordination with the Hub Director and the team in the hub
- Hold regular account review meetings with partners to understand needs and maximise the value EIT UM can deliver for them

Community Development – Create engagement & value for partners and potential partners and develop the regional partner community through engagement across EIT Urban Mobility:

- Build the regional network of partners from cities, industry, academia, research
- Support the Hub Director to identify relevant stakeholders in the region and establish potential to collaborate with them
- Manage the partner review process, share insights about pain points and track progress implementing actions
- Measure and implement activities to improve partner satisfaction
- Develop and manage activities to engage the partner community
- Work with communications & marketing to develop content for partner engagement calls and events

The position will be based in **Munich**.

The job is a **permanent and full-time position**.

No relocation expenses are assigned.

Preferred starting date: 1 December 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.

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.

The ideal candidate:

- At least 2 years of project management experience, in particular in the management of innovation and community building.
- Experience in working in an international, multi-stakeholder environment.
- Well-developed communication skills
- Pro-active and self-starter attitude
- Independent worker but team player

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 partner development and urban mobility.

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 Germany;
- enjoy their full rights as citizens;

EDUCATION

- Completed Business or Engineering Masters' degree or 3 years of equivalent professional experience¹.
- Excellent written and spoken English and German (corresponding to at least C1 level). Additional relevant Hub community language 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 ethnic minorities, and other underrepresented groups.

To apply for this position, please download the [application template](#) from the 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 "*Partner Development Officer (IH Central). HR121-2022*".

¹ Only qualifications issued by an EU Member State authorities and qualifications recognised as equivalent by the relevant EU Member State authorities will be accepted.

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

Deadline for Applications: 3 November 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](#).