

Application deadline: 23 November 2022

# Innovation Sales Officer

## (2 Positions)

### BACKGROUND

EIT Urban Mobility (EIT UM), 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 <b>move more people around the city more efficiently and free up public space.</b></i>
	<i>We bring all <b>key players in urban mobility together</b> to avoid fragmentation and achieve more.</i>
	<i>We engage <b>cities and citizens from the word go</b>, giving them the opportunity to become true agents of change.</i>

### ABOUT THE JOB

We are looking to cover two **Innovation Sales Officers** positions that will report to the Financial Sustainability Manager within the Innovation Area.

The objective of the innovation sales service is to scale-up of solutions developed by partners within our funded projects; The role of the Innovation Sales Officer is to work with a defined number of solutions and SMEs/partners (YOUR clients) to sell their innovation solutions within specific geographic markets and sectors. Clients would include entities such as towns, cities/regions, and public/private companies delivering mobility services to towns, cities/regions (YOUR customers). The Innovation Sales Officers will contribute to all phases of the commercial lifecycle - from lead generation, qualification, demos, negotiation and to contract signature. Each officer will have their portfolio of partner clients and solutions (3-4 max) and will be responsible for defined target sales per year top external customers. They will build a trust relationship with internal clients and positive relationship with external customers. Some travel will be involved. Remuneration is an attractive base salary with up to 100% pro-rata sales attainment bonus.

Main tasks and responsibilities include:

- Account management of their defined portfolio (product/service/solutions).
- Execution of partner commercial objectives and strategy.
- Become a trusted advisor to local authorities on mobility, logistics, and net zero strategies.
- Build a sales pipeline and a client base.
- Hone sales pitch on their portfolio of product/services/ solutions,
- Generate and qualify leads
- Attend trade fairs and events
- Advise/Feedback to the commercial partner, including
- Conduct customer site visits as well as host meetings at our HQ.
- Preparation of commercial offer and support on contract negotiation

The two positions are based in **Barcelona** (SPAIN).

**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 individual qualities and personal attributes and are looking for two passionate sales professionals.

We are looking for a “can do” attitude, with experience in B2B sales, interest in mobility, technology, and innovation. The successful candidate will have proven and successful direct sales experience from start-ups/ SMEs, corporations or self-employed. Experience in working with local government and or/ public sector sales is positively seen.

They will be accountable to engage sales leads in a timely manner, create a high-quality commercial pipeline and successfully sales cycles.

The ideal candidate would also have:

- 4 years of experience in sales experience remote and direct
- Well-developed communication and management skills, including public speaking
- Ability to work across multiple accounts, product/service/solution
- Target-oriented, comfortable working with deadlines and results
- Capacity to study new solutions, ideas, and master product details/value.
- Ease in communicating complex ideas in easy -to-understand manner

Experience in the below would be considered as a plus:

- Evidenced capacity to execute on defined strategy and deliver to timelines
- History on sales achievement
- Credentials in designing and delivering commercial pitches

## 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.
- hold a full driving licence

## EDUCATION

- A level of education completed in Social Science, Business Science, Technology, Marketing or Sales Management a master's degree in any of the fields, *or commensurate experience* as Sales Account Manager.
- Excellent written and spoken English (C1) and Spanish (B2).
- One or more 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.

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 “*Innovation Sales Officer. HR128-2022*”.
- Send to: Send your completed application to: [recruitment@eiturbanmobility.eu](mailto: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](mailto:recruitment@eiturbanmobility.eu).

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