

Business Developer (m/f) Central Co-Location Centre (CLC) of EIT RawMaterials

EIT RawMaterials, initiated and funded by the EIT (European Institute of Innovation and Technology), a body of the European Union, is the largest and strongest consortium in the raw materials sector worldwide.

Its mission is to develop raw materials into a major strength for Europe by boosting competitiveness, growth and attractiveness of the European raw.

EIT RawMaterials unites more than 100 partners – academic and research institutions as well as businesses – from more than 20 EU countries. Together we collaborate on finding new, innovative solutions to secure the supply of the raw materials and improve the sector all along the value chain – from extraction to processing, from recycling to reuse.

There are six regional hubs located in Belgium, Finland, France, Italy, Poland and Sweden, called Co-location Centres, that represent different regional ecosystems bridging business, research and education.

Business Developer (m/f) at Central CLC, Metz (France)

In order to build up and drive the operations of the Central CLC in charge of the EIT RawMaterials activities in France, Germany, Portugal and Switzerland, we are looking for a Business Developer to be based East of France.

The Business Developer will:

- Connect to and liaise with national innovation programs, local partners and national government bodies across the CLC region (France, Germany) to contribute to the financial sustainability of EIT RawMaterials
- Establish and manage relations between EIT RawMaterials and the SME and start-up community in the Central CLC region to assist SME and start-up companies to enter and advance in the EIT RawMaterials Start-up and SME tracks, and to enable contacts between EIT RawMaterials partners and local start-ups and SME's
- Provide assistance to Central CLC partners in project feasibility and market studies
- Develop own services based on activities developed at Central CLC and promote them
- Collaborate with other Business developers across CLC's, as well as with HQ business team members
- Participate in development and monitoring of Matchmaking and Networking events in the Central CLC and with other CLC's
- Ensure continuous coordination of existing Entrepreneurship Support Service providers at CLC level in order to offer a "one-stop service" to entrepreneurs within the CLC

Who are we looking for?

The ideal candidate:

- Specialized in business strategy, with a proven track record in launching new ventures from the idea to the market and in innovation funnel management with R&D organisations and industry from start-ups to large companies
- Holds an MSc or equivalent degree related to the raw materials value chain and is experienced in business development in raw materials topics (e.g. market analysis,

incubation, business model design, funding, mentoring, patenting, running small technological BU).

- Has a sound network of personal contacts in the Central CLC raw materials innovation ecosystem.
- Team work with excellent communication skills as well as strong interpersonal skills to influence, convince, motivate and mentor various groups and individuals. With a positive and encouraging style and approach, as well as self-motivation and good organisational and time management skills, the candidates are ready to adapt to radically changing priorities.
- Proficiency in written and spoken English is a requirement, knowledge of French and German is an asset.

What we offer

We offer a full-time permanent position with a good salary and benefits package according to French employment regulations.

Employment is by EIT RawMaterials Central CLC, the Business Developer will report to the General Manager of the Central CLC.

How to apply

To apply please send your CV, salary request and a motivational letter, outlining how your skills and experience meet the qualifications of the position by end of November to

Phuong-dai.nestler@eitrawmaterials.eu.

We encourage a gender and diversity balance in the CLC