



Comprising of more than 100 partners, drawn from industries, research and technology organisations (RTO) and universities from 22 EU Member States, the EIT RawMaterials, a new Knowledge and Innovation Community funded by the European Institute of Innovation and Technology, is the largest and strongest consortium in the raw materials field globally. The activities of EIT RawMaterials are executed throughout the European raw materials ecosystem and are driven by six transnational Co-location Centres (CLCs).

We are now recruiting

## Business Developers (m/f) at Central CLC, East of France

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

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, the ideal candidate 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). The candidate also has a sound network of personal contacts in the Central CLC area raw materials innovation ecosystem. The position requires 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.

Fluency in spoken and written English is a requirement, knowledge of French and German is an asset.

Employment is by EIT RawMaterials Central CLC, the Business Developer is a full-time permanent position and report to the General Manager of the Central CLC.

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 6 May 2016 to

[didier.zimmermann@eitrawmaterials.eu](mailto:didier.zimmermann@eitrawmaterials.eu).

We encourage a gender and diversity balance in the CLC