**Enterprise Development Manager**

**EIT Health Ireland-UK**

**1.0 FTE: 40 hours per week**

**Salary: Depending on experience**

**Benefits: 6% employer pension contribution; 25 days holidays**

**Location: Dublin (preference), Ireland**

**Reports to: MD EIT Health Ireland-UK; Business Creation Pillar Director Europe, EIT Health**

**Works with: MD EIT Health Ireland-UK; Business Creation Pillar Director Europe, EIT Health, European Accelerator (Business Creation) Team, EIT Health Ireland-UK Team, Industry, Academic and Government Healthcare Partners and prospective partners**

EIT Health’s Accelerator/Business Creation activities aim to create and accelerate the next generation of European high-growth ambitious companies in the health and healthcare space.

**PURPOSE OF THE ROLE**

The EIT Health Ireland-UK Regional Innovation Hub is looking to appoint a Business Creation Manager who will support the growth and development of EIT Heath Accelerator programmes in Ireland and the UK.

This exciting new role combines the networking with key stakeholders in the eco-system to identify new Partners, Start-ups, SMEs and funding streams in order to support the growth of the regional hub and positively contribute to the growth of the Irish, UK and European economies.

The impact of the role spans across key internal and external stakeholders. Our diverse portfolio of accelerator programmes provides practical knowledge, expert mentorship, and access to markets, stakeholders and financial tools.

In this role, you will work collaboratively and cross functionally with the Regional Hub Teams in Ireland-UK and across Europe. You will be part of the European Business Creation team supporting the development and programme management of our European Accelerator Programmes and in the implementation of the European Business Creation Strategy in the Ireland-UK Regional Innovation Hub.

**MAIN RESPONSIBILITIES**

As the Business Creation Manager Ireland-UK you will:

* Act as the first point of contact for EIT Health accelerator programmes from Ireland-UK Partners, Start-ups, and SMEs and work collaboratively with the team to provide advice, support, and link EIT Health accelerator progammes to start ups and SME’s/
* Proactively engage with all Partners and external stakeholders in the accelerator eco-system (academia, industry, clinical, public sector, and eco-system stakeholders) to help identify and define opportunities and events to link start ups and SME’s to eco-system supports and investment.
* Grow and develop of the EIT Health Accelerator propositions and programmes in Ireland and the UK and secure funding and revenue generation to support growth
* Provide development support to allocated start ups and SME’s providing support and advice on business development needs and business plans
* Programme management of EIT Health European accelerator programmes for the Ireland-UK regional hub

**THE POST HOLDER: Skills & Experience Requirements**

**This is a busy role. The following is required in order to be successful in the role**

* Experienced in working with start-ups and SMEs, key funding agencies, and other key stakeholders in the health innovation eco-system.
* Experience in the programme management of accelerator programmes: from EOI to the reporting of successful programmes in alignment with the annual business plan cycle.
* Will have a sound understanding of Irish, UK, and European Health innovation, Start-up and SME funding environment.
* Established relationships with the key external stakeholders in the eco-system.
* Experienced in working on your own initiative, collaboratively, and cross-functionally across multiple teams.
* Experienced and comfortable in developing and managing relationships with key stakeholders internally and externally at all levels and organisations – Public and Private
* Proven interpersonal and communication skills, strong presentation skills, particularly in writing and an ability to present complex issues.
* Analytical and able to resolve problems.
* Ability to produce clear and concise written material.
* Is results focused, action orientated, and knows how to juggle and progress multiple initiatives, whilst knowing how to prioritise key initiatives to meet the timelines set and manage stakeholder expectations related to these.
* Display professional levels of confidentiality and political savvy.

**EDUCATION/QUALIFICATIONS**

* Relevant academic degrees in a relevant discipline and/or equivalent professional experience/qualifications.
* Experience in managing accelerator progammes and familiarity of sound business models to support start-ups and SMEs.
* Experience in tender/funding call scanning/venture funding and the applications process, including the development of a team to develop and submit proposals.
* Excellent Microsoft Office skills, specifically powerpoint and excel
* Excellent presentation and interpersonal skills
* Experience in Programme or Project management.