

Entrepreneurship Lead (m/f/d) EIT Health Germany-Switzerland

EIT Health – Co-Location Centre, Munich

EIT Health, a Knowledge and Innovation Community (KIC) under the umbrella of the European Institute of Innovation and Technology (EIT), is focused on supporting entrepreneurship, innovation, and education, to promote healthy living, support active ageing and improve healthcare. EIT Health brings together leading organisations along the entire value chain – smaller companies, larger industry, excellent academic and research institutions, and public sector organisations. Together we work toward a healthier Europe by removing barriers to innovation, promoting talent and education, leveraging enabling technologies and exploiting big data. EIT Health has Central Offices (CO) in Munich and develops activities across a network of regional Innovation Hubs (known as Co-Location Centres (CLCs) in Munich, Paris, Dublin, Barcelona, Rotterdam, Stockholm and Vienna). In addition, the InnoStars office in Budapest involves Partners from Hungary, Poland, Portugal and Italy. EIT Health includes more than 130 partners.

About EIT Health Germany-Switzerland CLC

The CLC in Germany-Switzerland has 15 Partners – from leading companies and public health organisations, renowned universities and research institutions across both countries. They collaborate to realise EIT Health’s mission to be Europe’s leading innovation platform, facilitating longer, healthier lives and more sustainable healthcare systems.

Role overview

EIT Health Germany-Switzerland CLC is seeking to appoint an **Entrepreneurship Lead**, with solid reporting line to the CLC Managing Director and a functional dotted reporting line to the Central Office Head of Marketing (under the supervision of the Director of Corporate Affairs).

In addition to the relationships above the post holder will engage and work with:

- **At CLC**
 - Hub Managing Director to understand strategic priorities.
 - Communications Lead to assist in promoting programs using EIT Health channels.
 - Collaboration Lead, Pillar Leads for day-to-day co-ordination and knowledge-sharing.
 - Stakeholder Relations Lead for other activity and Network++ development.
- **At CO**
 - Head of Marketing to drive local promotion of programmes.
 - Programme Managers across Pillars to feedback insights from local audiences, and to better understand the programmes.
 - Professional Education Lead, feeding insights and connections to drive applications for programmes from health care practitioners and industry professionals.

The Entrepreneurship Lead will engage with the region’s potential trainees/students, entrepreneurs, and start-ups in order to build awareness and attract applications for EIT Health opportunities across the three Pillars. Specifically, the post holder will oversee all marketing activity in the region directed

at these audiences working collaboratively with direction from the Director of Marketing at the Central Office.

The Entrepreneurship Lead will get to know its audience in the region, understand their needs and give insights to the relevant Pillar Leads. They will represent the Hub in external eco-system events and run all local aspects of programmes for these audiences (e.g. local selection events like Catapult regional selection, Bootcamps etc). They will also be responsible for running the successful bootcamps that arise from Member's proposals.

Moreover, the position holder will be involved in supporting the development of any additional Network++ activities or projects, and will work with the Stakeholder Relations Lead to source additional funding and secure the sustainability of the organisation in the future.

Objectives of the role

- Build connections and a central role in the region's start-up and entrepreneur eco-system as an EIT Health representative and proactively engage the region's start-up community.
- Successfully promote and market EIT Health opportunities to students, trainees, entrepreneurs and start-ups in the region.
- Feedback insights and knowledge from engagement in the region to the various Pillar Leads to inform future calls and EIT Health programmes.
- Foster and support the development of strong applications from students, trainees, entrepreneurs and start-ups from the region for EIT Health programmes and activities.
- Proactively liaise with other staff and EIT Health stakeholders ensuring adequate regional and organisation alignment among EIT Health activities to support the integration of the knowledge triangle across the region and beyond.

Responsibilities and duties

Entrepreneurship Leads concentrate their efforts in driving engagement with EIT Health's offering, primarily for Entry Track programmes, as programmes directed to new audiences, in particular start-ups that did not participate in EIT Health programmes in the past.

- Support the Hub Managing Director to deploy the "entry track accelerator strategy" and the "entrepreneurship pathway education pillar strategy."
- Scout, build and reinforce relationship with the ecosystem (Tech Transfer Org, University Valorization Dept; Start-up Studio, Entrepreneurship Dept of Research Org or Institute, Incubator and accelerator).
- Engage target audience to market and promote relevant EIT Health programmes and attract suitable participants from local eco-system (split of time 45% BC, 45% EDU and 10% INV).
- Actively provide info/promote programmes to potential applicants.
- Share marketing materials with potential applicants and scout start-ups that are a fit for different programmes.
- Contribute to updating a database of prospect start-ups.
- Follow-up with potential applicants, i.e. participants of webinars: Provide guidance and assistance to students and entrepreneurs in the application process for Education, Innovation and Business Creation programmes.
- Animate the network and channel start-ups into the right programmes.

- Pipeline prequalification.
- Run any local events/selections for relevant programmes.
- Develop the adequate partnerships for the dissemination of local opportunities for students and entrepreneurs.
- Map, maintain and update knowledge reference and local marketing assets for trainees, entrepreneurs, start-ups and other relevant stakeholders to attract future interest in EIT Health programs at the regional ecosystem.

Required Skills & Experiences

Education:

- Relevant academic degree or higher in a relevant health or science discipline.
- Professional, specialist or managerial qualification and/or equivalent experience.

Experience:

- Experience in health or science innovation, education and/or entrepreneurship. Experience in both the private and public sector considered an advantage.
- Should have worked with early-stage entrepreneurs as well as the entrepreneurship support community (investors, coaches, mentors, etc) in the local geography.
- An extensive contact network in the regional Education and innovation system in the health sector. Existing working relationships with relevant stakeholders and other regional agencies.
- Suitable experience working in complex and innovative environments, cross culturally in an international and/or public-private environment.
- Strong experience with EIC and other public programs project application, management and reporting processes is ideal.

Specific skills:

- Knowledge of regional innovation systems, notably science-based innovation, higher education; technology transfer, relevant national research, and innovation funding.
- Proven ability to engage students, entrepreneurs, and senior stakeholders, build effective working relationship and connect individuals from various international organisations.
- Strong management, administration, and leadership skills.
- Ability to work in complex and innovative environments, cross culturally in an international and/or public-private collaboration.
- Ability to manage a set of deliverables, identify opportunities for improvement and growth, and set and manage standards of delivery in order to support the cost-effective and targeted delivery of Hub activities.
- An extensive contact network in the local and European innovation system in the health sector, particularly in the start-up and entrepreneurship scene. Existing working relationships with regional programmes considered an advantage.
- Fluent English and German language skills, both oral and written.

Personal characteristics:

- Personal integrity, a high level of self-awareness and confidence

- Exceptional interpersonal and communication skills, strong presentation skills, both oral and written, and ability to present complex issues.
- Excellent analytical skills and ability to resolve problems.
- Proactive and well organized. Ability to perform effectively under pressure with excellent personal organization and time management.
- Ability to prioritise and manage a variety of tasks and meet deadlines.
- High levels of resilience, flexibility and drive for results.
- Ability to work independently and as part of a team, as required.
- Innovative, dynamic, and resilient.
- Highly entrepreneurial attitude.
- An open and positive attitude to working in a constantly changing environment.

Other relevant criteria

- Located in Germany or Switzerland, preferably at the CLC office in Munich. Should be prepared to travel within relevant region and throughout Europe on a regular basis.

What we offer

- The Entrepreneurship Lead role is a full-time position (1 FTE) in the CLC Germany-Switzerland office, with regular travel – primarily in Europe.
- Start-up mentality, fast and flat processes, straight internal communication, non-hierarchical structure, and freedom to operate with autonomy.
- An extensive network in the healthcare sector, with exposure to high-level and senior representatives from key players and influencers.
- The opportunity to work on critical projects of European interest, contributing to bettering the lives of patients and citizens.
- Dynamic, flexible, and enjoyable working environment.
- Familiar and trustworthy atmosphere within an international and dynamic team.
- A competitive salary and benefits package.
- Partial work from home possible

Application process

- EIT Health applies a policy of equal opportunities and accepts applications without discrimination on any grounds.
- Applications should consist of a cover letter and a curriculum vitae. Please include the following in the cover letter: introduction, your motivations for applying for the position, your earliest start date, and your salary expectations.
- [Apply via our Careerpage here.](#)
- The selected candidate is expected to commence duties as soon as possible. Please indicate your earliest possible entry date as well as salary expectations. The position will remain opened until filled.

For more information visit: www.eithealth.eu