

ROLE DESCRIPTION

Co-Location Center – Entrepreneurship Lead | SPAIN

ROLE TITLE

Entrepreneurship Lead (EL)

ROLE LOCATION:

Co-Location Center (CLC) SPAIN

REPORTS TO AND/OR MANAGED BY:

Reports to CLC Managing Director (MD)

WORKS WITH:

In addition to the relationships above:

- **At CLC**
 - Engages with
 - CLC MD to understand priorities.
 - Communications Lead to assist in promoting programmes using EIT Health channels.
 - Collaboration Lead, and Pillar Leads for day-to-day co-ordination and knowledge-sharing.
 - CLC MD, Collaboration Lead and Public Affairs & Stakeholder Relations Lead (PASRL) for widening the network and seek new opportunities including business activities.
 - Open Innovation Project Officer to develop and implement Open Innovation as a Service (OlaS) projects.
- **At CO**
 - Works with
 - Chief Partnership Management Officer to align at Central Office level.
 - 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 to feed insights and connections to drive applications for programmes from learners including Health Care Providers and Industry professionals.
- **Other CLCs**
 - All entrepreneurship leads from all over Europe to align in campaigns, activities and best practices.

ROLE OVERVIEW:

The Entrepreneurship Lead (EL) will engage with the region's potential trainees/students, entrepreneurs, and start-ups to build awareness and attract applications for EIT Health opportunities. Specifically, the post holder will oversee all marketing activity in the region directed at these audiences working collaboratively with other CLCs and Marketing at Central Office. Moreover, the EL will manage Spanish start-ups' accounts that are already part of EIT Health's portfolio.

The EL will get to know its audience in the region, understand their needs and feedback insights to the relevant colleagues. They will represent the CLC in external eco-system events and run all local aspects of programmes for these audiences (e.g. Infodays, local selection events, Bootcamps etc). They will also be responsible for running collaborative activities focused on entrepreneurship with local Network Partners.

Another important component of the position holder will be to attract, consolidate and overview new opportunities for Open Innovation as a service (OIaS). Besides OIaS, the EL will work with the PASRL to source additional funding and secure the sustainability of the organization 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.
- Successfully promote and market EIT Health opportunities to students, trainees, entrepreneurs and start-ups in the region and organize local information/selection events.
- Feedback insights and knowledge from engagement in the region to the various Leads to inform future calls and EIT Health programmes.
- Follow-up on potential applicants to guide the candidate to select the suitable programme.
- 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 the adequate regional and organisation alignment among EIT Health activities to support the integration of the knowledge triangle across the region and beyond.
- Be spokesperson at events targeting the selected community, to raise awareness about EIT Health and its programmes.
- Provide CLC perspective into all Business Creation programmes/criteria and decisions by engaging with your key counterparts and colleagues.

- Create leads for Open Innovation as a Service, contributing for the CLC's sustainability strategy.
- Coordinate the DeepTech Venture Programme (and similar future programmes) at CLC level, with the required alignment with other CLCs and Central Office.
- Manage Network Partners' accounts focused on entrepreneurship area.

DETAILED RESPONSIBILITIES AND DUTIES OF THE ROLE:

- Engage target audience to market and promote relevant EIT Health programmes and attract suitable participants from local eco-system.
- Secure efficient exposure of EIT Health programs in the region
- Support CLC MD, Collaboration Lead and PASRL as required.
- Interact with regional stakeholders and drive identification of new potential business opportunities.
- Provide guidance and assistance to entrepreneurs in the application process for relevant EIT Health programs and assist Collaboration Lead in providing guidance and assistance to partners in the application process for Education and Innovation programs.
- Together with marketing, map, maintain and update a 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.
- Coordinate the DeepTech Venture Builder Programme (and similar future programmes) at CLC level, with the required alignment with other CLCs and Central Office.
- Business development of OIaS and coordination of current related projects with the support of the OIaS Project Officer.
- Coordination of Business Creation initiatives at CLC level (e.g. DTVB and Open Innovation Pilot).

SKILLS REQUIRED:

EDUCATION:

- Relevant academic degree or higher in a relevant health, engineering or science discipline,
- Master in Business Administration or similar degree is appreciated.

EXPERIENCE:

- At least 5 years experience in health or science innovation and/or entrepreneurship. Experience in both the private and public sector considered an advantage.
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- 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 Health Innovation and Entrepreneurship system. Existing working relationships with relevant stakeholders and other relevant regional agencies.
- Ideally have experience with EIC and other public programs project application, management and reporting processes. Previous experience in marketing or sales would be an advantage.

SPECIFIC SKILLS

- Knowledge of regional innovation systems, notably science-based innovation, higher education, technology transfer, relevant national research, investors and national funding organisations.
- Proven ability to engage entrepreneurs, and senior stakeholders, build effective working relationship and connect individuals from various international organisations.
- Strong experience in working with start-ups, scaleups and investors.
- Strong business development, project management, and networking 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 setting and managing standards of delivery to support the cost-effective and targeted delivery of the CLC 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 programs considered an advantage.
- Ability to engage in social media and community platforms.
- Good communication and writing skills in English and in the local language.
- Ability to present to various audiences in English and Spanish.

PERSONAL CHARACTERISTICS

- Personal integrity, a high level of self-awareness and confidence.
- Exceptional interpersonal and communication skills, strong presentation skills, both oral and in writing and ability to present complex issues.
- 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 to meet deadlines, both prescribed and self-imposed.
- Ability to work independently and as part of a team, as required.
- Innovative, dynamic, and resilient and highly entrepreneurial attitude.
- An open and positive attitude to working in a constantly changing environment.

OTHER RELEVANT CRITERIA:

- Located in Spain, preferably in Barcelona. Should be prepared to travel within the country and throughout Europe on a regular basis (15%).

WHAT WE OFFER

- Opportunity to be part of a Multicultural team focus on supporting start-ups, entrepreneurs and other key stakeholders of health innovation.
- Start-up mentality, fast and flat processes, straight internal communication, and non-hierarchical structure.
- An extensive European network in the healthcare sector.
- Trustworthy atmosphere within a dynamic team.
- Hybrid option Office / remote.

APPLICATION PROCESS:

- Applications should consist of a full curriculum vitae and a cover letter describing briefly how you meet the criteria indicated above, and sent via e-mail (please use the email title: "Entrepreneurship Lead") to clc.spain@eithealth.eu by the 18th March 2024.
- Please indicate your earliest possible entry date as well as salary expectations. The position is vacant and is to be filled as soon as possible.