

Vacancy BUSINESS DEVELOPMENT MANAGER



ABOUT EIT CULTURE & CREATIVITY

EIT Innovation Communities are designed as pan-European partnerships that bring together business, research centers and universities with the aim to tackle global challenges Europe faces, e.g. in Climate, Raw Materials, Urban Mobility or Manufacturing. For more please visit www.eit.europa.eu. The European Institute of Innovation and Technology (EIT) launched 2023 the building of the Innovation Community for the Cultural and Creative Sectors and Industries (CCSI), called EIT Culture & Creativity (EIT CC).

EIT Culture & Creativity's mission is to support growth, jobs and competitiveness in CCSI to compete on global markets through provide interventions to CCSI and sector-specific challenges in education, innovation and business creation and foster interdisciplinary and cross-sector collaboration. In this way, EIT Culture and Creativity unlocks the innovative potential of its fragmented ecosystem, contributing to Europe's triple transition and building a new understanding of a competitive entrepreneurship. We will focus on the following priority areas, each having its unique challenges and a need for intervention while representing a significant share of the EU CCSI workforce and revenue: Architecture, Audiovisual, Cultural Heritage, Gaming and Fashion.

To represent the diversity of the CCSI stakeholders, from profit to non-for-profit organizations, EIT Culture & Creativity set up a two-strand governance under German law: A nonprofit association (EIT CCSI e.V.) and a Limited Company (EIT Culture & Creativity GmbH), both legally registered in Cologne.

EIT Culture and Creativity GmbH (EIT CC) is funded in the first years by grants of the EIT, while the EIT CCSI e.V. receives membership fees from its partners to provide, under German law tax exempt, services for the CCSI ecosystem. EIT Culture & Creativity aims to become financially sustainable and independent from public grants or membership fees over the course of 15 years. Starting from 2025, EIT CC will execute an investment portfolio approach holding equity in the start-ups and scale-ups that join its various Business Creation and Innovation programmes. In the long-term, EIT Culture and Creativity aims to be financially sustainable by the returns from these investments and equity, effectively acting as an impact investor.

For more please visit www.eit-culture-creativity.eu.

EIT Culture & Creativity now invites applications for the position of:

BUSINESS DEVELOPMENT MANAGER

1 FULL-TIME POSITION AT EIT CULTURE & CREATIVITY Co-Location Centre East

ABOUT THE POSITION

The EIT Culture and Creativity Co-Location Centre East (EIT CC CLC-East) is looking for a **Business Development Manager** who, together with the Director of EIT CC CLC-East, will cover the entire region in Slovakia by managing the partnership community and the wider ecosystem within the country. The responsibilities include delivering services to regional stakeholders and proactively developing business opportunities, thereby generating income streams for the Co-Location Centre in Slovakia. Furthermore, the selected candidate will support the Director of EIT CC CLC-East in administrative tasks such as reporting, monitoring, communication, and stakeholder engagement.

The Business Development Manager will deliver the EIT CC value proposition and roll out both the general and region-specific services to the respective target groups to contribute to the impact goals, the pathway to impact, and the KPIs of:

- a) the EIT CC Strategic Agenda 2024-2027 and
- b) the EIT CC CLC-East Agenda 2024-2027.

The candidate will take the initiative in harnessing and developing projects that generate income from services provided by the EIT CC Co-Location Centre or by EIT CC, including driving EIT CC membership, regional committee participation, or EIT CC sponsorship. These projects, which may involve or be independent of EIT CC members, will focus on entrepreneurial and commercial approaches in the five priority areas of EIT CC.

Especially, the Business Development Manager will generate income through cooperation with regional and local stakeholders to support local education, innovation, business, or societal programs organized by the EIT CC CLC-East. By doing so, the candidate will contribute significantly to the overall value proposition of the EIT CC CLC-East.

Additional responsibilities include:

- Focusing on relations with businesses, especially EIT CC-supported startups and scaleups in the region, by supporting their development, maintaining contact (e.g. as board observer), and assisting the Director of EIT CC CLC-East in negotiations on long-term partnerships, Simple Agreements for Future Equity (SAFE), or shareholding agreements
- Acting as the regional contact point for:
 - a) the incubation and acceleration programs of EIT CC (e.g., supporting regional pitching events) and
 - b) the Investment Network of EIT CC (e.g., scouting private, public, or philanthropic investors for EIT CC impact goals)
- Contributing to strengthening EIT Culture & Creativity's equity and portfolio strategy by increasing awareness, visibility, and understanding of its activities within the business and industry community
- Representing the organization at business events and fairs
- Assisting local SMEs, companies, and creative talents in accessing the EIT CC Network, thereby facilitating the building of partnerships for European consortia
- Bringing together education, research, business, and public institutions to support the effective integration of the Knowledge Triangle in all activities, and involving SMEs from Architecture, Fashion, Cultural Heritage, Audiovisual, Media, and Gaming, to support their digital and green transition
- Demonstrating a proven track record in applying for European funds and successfully managing European-funded projects

To succeed in this role, candidates must have a comprehensive understanding of sustainable business development and a commitment to creating financially sustainable activities, successful commercial services, or organizations. Experience within at least one of the CLC territories is beneficial.

The ideal candidate should be a highly effective communicator and team player, possess strong problem-solving and decision-making abilities, and be focused on closing deals. As a key position at the EIT Culture & Creativity Co-Location Centre East in Slovakia, this role represents an opportunity to make an impact on competitiveness, entrepreneurship, and responsible growth in Europe.

THE REQUIREMENTS

To be successful in your role, you must have

- At least 3+ years of experience within a business development role with references to successful business development
- At least 3+ years of project management experience in innovation and community building
- Experience of working in a European, multi-stakeholder environment
- Well-developed communication skills

- A proactive, self-starter attitude
- Ability to work independently as well as part of a team in an international environment
- A strong network in the Cultural and Creative Sectors in relevant Slovak or neighboring markets
- Documented track record in networking with companies, developing leads, closing deals, and securing long-term business partnerships
- Proficiency in agile administration, open innovation processes, and collaborative project management using standard IT tools
- Excellent verbal and written communication skills in English and Slovak

The following experience is seen as a plus:

- An entrepreneurial track record with SME or industry experience
- Experience working in interdisciplinary and European teams
- Experience with Horizon Europe, Erasmus+, Interreg, Creative Europe, New European Bauhaus, or equivalent national programs (as evaluator, expert, or applicant)
- Specific knowledge and network in one or more of the focal areas: Fashion, Cultural Heritage, Gaming, Architecture, Audiovisual
- Experience in multinational consortia, including understanding internal processes and requirements for precise reporting

Soft Skills are also essential:

- Excellent time management skills with the ability to prioritize effectively and meet tight deadlines
- Proactive orientation towards finding solutions in complex processes, with an iterative improvement mindset (e.g. design thinking, business model canvas, agile project management)
- Strong attention to detail, thoroughness, patience, and empathy in stressful situations
- A balanced approach to risk taking and judgment

WE OFFER

- A competitive payment package with bonus and appraisal system
- An opportunity to participate in building a company with the ambition to shape the future of Europe
- Fast and flat processes, direct internal communication, low hierarchies, and freedom to operate
- A transparent organization within a dynamic and friendly team working from modern, well-located office facilities

LOCATION

The position is based at the EIT Culture & Creativity Co-Location Centre in Slovakia (preferably Košice). The selected candidate is expected to work primarily from the office (minimum 3 days per week), with remote work possible according to company policy. Business travel within Europe can be expected.

By the closing date of this call candidates must have a working permit valid to work in the country of employment.

REPORTING

The Business Development Manager will report to the Director of the EIT Culture & Creativity Co-Location Centre East in Slovakia.

DIVERSITY & INCLUSION

EIT Culture & Creativity aspires to be an equitable and inclusive community. We nurture an open culture, where everyone is supported to fulfil their potential. We see the inclusivity of talent as the basis of our success, and the diversity of perspectives and people as a highly valued outcome. EIT Culture & Creativity provides equal opportunities to all employees and applicants regardless of gender identity or expression, sexual orientation, religion, ethnicity, age, neurodiversity, functional impairment, citizenship, or any other aspect which makes them unique. We look forward to welcoming you to our community.

SELECTION PROCESS

A Selection Committee of experts will be appointed to evaluate all applications. Please note that the Committee's internal proceedings are strictly confidential to avoid conflicts of interest. Shortlisted candidates will be invited to virtual interviews in the first round, followed by a personal interview at EIT Culture & Creativity CLC-East in Slovakia with the Selection Committee. Candidates may be required to provide proof of qualifications, background, skills, and experience through relevant documents. They might also be considered for other current, former, or future vacancies within EIT Culture & Creativity.

PRIVACY NOTE

Data protection is secured according to the European General Data Protection Regulation GDPR (Directive 95/46/EC). The applications will be stored by EIT Culture & Creativity in charge of this hiring service and will only be shared with individuals involved in the selection process.

APPLICATION PROCESS AND ADDITIONAL INFORMATION

A complete application should consist of:

- I. Europass Curriculum Vitae, Europass CV <https://europass.europa.eu/en/create-europass-cv>.
- II. A motivation letter describing briefly how you meet the criteria outlined and your vision for the role (no longer than 2 DIN-A4 pages).

Please apply here:

[Business Development Manager Co-Location Centre East](#)

Important: The application should be written in English. Only complete applications will be evaluated (full curriculum vitae and motivation letter, in two separate files).

The job vacancy will be open until 30 April 2025 at 16:00pm (CEST). For questions regarding the application process, please contact hiring@eit-culture-creativity.eu.

Take the lead in this exciting journey. Send us your application now!

DISCLAIMER

The document, dated 31 March 2025, might be subject to change; all changes will be made visible in future versions.