

Regional Key Account Manager Denmark

Combined with a role as Innovation Manager Scandinavia

- **Job Title** Regional key account Manager – Denmark
- **Sub-title:** Innovation Manager
- **Reporting to:** Managing Director EIT Health Scandinavia, dotted line to EIT Health Innovation Director
- **Duration:** Permanent
- **Status:** Full Time employee.
- **Starting date:** Nov 1st 2019 or at earliest convenience
- **Location:** At a planned EIT Health Scandinavia subsidiary in the Copenhagen area

About EIT Health

EIT Health is a Knowledge and Innovation Community (KIC) under the umbrella of the EU body European Institute of Innovation & Technology (EIT). EIT Health is a community of more than 140 Partners within industry, healthcare, research institutions, universities and public sector organisations. We are committed to promoting healthy living, active ageing and improving healthcare by removing barriers to innovation, promoting talent, entrepreneurship and education, leveraging enabling technologies and exploiting big data. Backed by the European Union, EIT Health is the largest organised network for collaboration within life science and health in Europe. As a unique organisation, the EIT Health community initiates calls, funds and conducts a broad range of innovation and education activities. EIT Health is active across three fields: business creation, education, and multidisciplinary healthcare innovation initiatives.

EIT Health has Partners and programmes in more than a dozen European countries, dispersed across seven geographical Co-Location Centres. The Headquarter of EIT Health is located in Munich. EIT Health Scandinavia is the northern Co-Location Centre of EIT Health, covering Sweden, Denmark and Estonia. Our Partners are some of the leading Scandinavian universities and businesses, the largest regional councils and health care organisations. The main office is located in Stockholm, with additional offices in Tartu, Uppsala and Lund, securing physical presence close to Partners. The Scandinavian team consists of eight persons, working closely together with coordination, policy, project advice, project support, and communications. Our everyday work is conducted in wide networks with Partners and external stakeholders within academia, business and public sector, mainly within Scandinavia, but also across Europe.

For more information visit: <http://www.eithealth.eu/>

Role and responsibilities

EIT Health Scandinavia will now further strengthen the physical presence and activities in Denmark by hiring a Regional Key Account Manager for Denmark who will also act as Innovation Manager. Your responsibility will cover all EIT Health “Pillars” – Business Creation, Innovation and Campus – and you will work closely together with Partners located in Denmark, as well as all public and private actors of the Danish ecosystem such as SMEs, science parks, research and innovation centers, accelerators, national authorities etc. The successful individual will be ready to support all Pillar managers regarding scouting and matchmaking etc. But specifically, the successful candidate will as second task beside being Regional Account Manager in Denmark take on a role as one of EIT Health Scandinavia's Innovation Managers. Such dual responsibility is a requirement for all employees in EIT Health Scandinavia since the organization needs to support all Pillars, the Scandinavian Partnership and the ecosystems for life science and health in several Countries.

The successful candidate will also act as a strategic support to the Management of EIT Health Scandinavia, particularly for support actions in Denmark but also on broader terms.

The Main Objective of the position

The main objectives of the post, including responsibilities are:

Regional key account manager:

- Identify and support opportunities for developing proposals in Denmark to EIT Health calls within all three pillars (Innovation, Business creation, Campus). Initiate planning and facilitate together with resp Pillar managers matchmaking between actors from the Scandinavian CLC and other CLCs.
- Give guidance also to other sources for applications (national funding, Horizon 2020, Eurostars etc) or for investor or VC funding.
- Liase with current and potential public and private Partners of EIT Health Scandinavia in Denmark and facilitate in networking and interactions with Partners in other countries.
- Maintain and develop strong relations with actors in the Danish ecosystem, such as national authorities, Foundations, Incubators, Accelerators and others. Work together with Managing Director to plan and execute according to annual plan.

Innovation Manager: In addition to general tasks described above, the successful candidate will also as Innovation Manager;

- Contribute together with Innovation Managers in Europe and Headquarters to the continuous development of the annual business plan, including but not limited to contributing to the development of procedures and templates, attracting evaluators and other support functions to projects etc.
- Support projects throughout the application process, including giving detailed feedback and when required establish adjunction panels for evaluation and support.
- Support funded projects during the complete life cycle, including preparation for hearings, translating information from expert panels to project members, perform training sessions etc.

Since job descriptions cannot be exhaustive the post holder may be required to undertake other duties, but broadly in line with the above key responsibilities.

PERSON SPECIFICATION

Required:

- University degree in a relevant discipline within the natural sciences, technology, medicine or similar.
- At least 5 years of working experience as part of the Danish innovation ecosystem for life sciences and health.
- Deep understanding of the Danish national ecosystem for life sciences and health.
- Some insights into the Scandinavian and European ecosystem for life sciences and health
- Strong strategic and operational skills. Ability to easily transfer strategy into action, e.g. strong ability to identify needs, synergies and interdependencies across related disciplines.
- Strong project Management skills and a structured way of working.
- Proven experience in creating trustful relations with employees in private and public organizations of the life science sector combined with a solid knowledge within subjects such as science and education, product development and all aspects related to this, legal regulations, clinical utilization and/or business development.
- Good team player.
- Fluent in Danish.
- Very good in English.
- Able to travel on a regular basis in Scandinavia and Europe, i.e. 1-2 days per week.

Optional as advantage:

- A PhD, MD, MBA or other education within science, medicine or business creation/management.
- Significant experience from employment in small-, medium- or large sized Companies within life sciences or health. Preferentially within R&D, Product Management, Business Development or similar.
- Significant experience of leading setup and management of public funded collaboration programmes within the healthcare sector or related industries at EU level, e.g. Horizon 2020, IMI and/or other instruments.

What we offer

- The Scandinavian CLC Regional key account Manager in Denmark combined with Innovation Manager is a 100 % employment.
- International career development.
- Fast and flat processes, low hierarchies and freedom to operate under responsibility.
- An extensive network in the healthcare area with excellent partners that collaborate on critical projects of European relevance.
- Familiar atmosphere within a dynamic team.

Application process

Applications should consist of a full curriculum vitae and a cover letter describing briefly how you meet the above criteria indicated in the specification and outlining your interest in and vision for the role.

Applications shall be filed via e-mail to the Managing Director Erik Forsberg on address Erik.Forsberg@eithealth.eu, with subject "Application for Scandinavian CLC Regional account manager Denmark", by **20 October 2019**. Please indicate your earliest possible entry date as well as salary expectations.

For questions, please contact:

Erik Forsberg, Managing Director EIT Health Scandinavia. Tel +46 70 350 41 43 (please send sms if no answer). E-mail: Erik.Forsberg@eithealth.eu.