



JOB OFFER: BLUE FACTORY ESCP INCUBATOR MADRID LOCAL COORDINATOR

TITLE MADRID Head of Blue Factory ESCP Incubator

The Blue Factory is the ESCP European Incubator. Since 2009 its mission has been to support ESCP students and alumni in their entrepreneurial journey. The pedagogy of the Blue Factory is focused on helping entrepreneurs find their inner resources to create and bring them the best support and opportunities at a local and global scale.

As Head of Blue Factory, you will manage the Madrid Blue factory site's business operations. A particular focus lies on the organisation, execution, development and control of effective start-up support measures, networking within the local, national and international ecosystems, and securing sustainable financing for the Entrepreneurship and Blue Factory activities from Sponsors and Public Funding. You are responsible for aligning people and orchestrating internal resources for the benefit of the Blue Factory. You also take over operational and administrative matters.

YOUR TEAM AND REPORTING.

You will collaborate with all Campus Heads of Blue Factory at an EU level to develop a global and local offer to support ESCP students and alumni Entrepreneurs. Moreover, you will be part of the ESCP Entrepreneurship team, collaborating with ESCP Faculty, Alumni, and the Foundation. You will be a member of the management team of the European Blue Factory.

In the Madrid Campus, you will report to the Director of Corporate Relations, Careers Services and Student Experience and the Local Director of the ESCP Institute for Entrepreneurship and Innovation. You will work alongside the program managers of entrepreneurship-related programs and the entrepreneurship professors.

YOUR FUNCTION AND TASKS.

> Programmes

- **Blue Factory Start and Start +:** Communication, recruitment and integration of the local batches; Co-organization of EU workshops and organization of local additional support
- **Blue Factory Seed:** Development of a local Seed programme for ventures at the 1st sales stage: call for projects and jurys, programme management, development of mentors community and partnerships

- **Wannapreneurs Internships:** Manage the workshops and administration of requested approvals, organize tutoring sessions, and follow up on the different academic programs at undergraduate and postgraduate levels.
- **Other programmes:** collaborate in the production and execution of new programmes based on local opportunities and needs in collaboration with Corporate Relations, Academic Department and, if applicable, the Executive Education team.

> Building Resources and Partnerships

- In coordination with the Director of Corporate Relations, generate revenues from sponsorship packages designed for entrepreneurship activities.
- In coordination with the Career Services team securing internship opportunities for students within the Entrepreneurship Ecosystem in Spain and Europe.
- Collaborating with campus professors, Student Experience and alumni associations to foster Entrepreneurial activities.
- Designing and managing a calendar of events in coordination with the Academic Direction and, eventually, managing the coworking spaces when available.
- Building coherent local and global partnerships with entrepreneurial ecosystem stakeholders in coordination with Entrepreneurship Academic Direction.
- Formulating projects, managing the process and preparing the proposals to calls for public funding (European, National, Regional and Local funding)

> Communication

- Animating, together with the EU Blue Factory teams, the internal and external communication about programmes, projects and Blue Factory activities.
- Coordinating marketing and communication activities with the Local Marketing and Communications team, Student Experience teams, program directors, and program managers.

> Communities

- **Programmes' Alumni:** Follow-up and animation of Blue Factory alumni community
- **Blue Factory Scale:** Collaborate in developing an EU offer for entrepreneurs at a scaling phase.
- **European Ecosystem of Entrepreneurship and Innovation conference program:** Collaborate with the academic direction to define topics and activities. Organize the events. Manage the community. Set up relations with attendants at the events. Propose joint activities with different partners.

YOUR PROFILE

- Distinct entrepreneurial mindset, team spirit, proactiveness and excellent communication skills
- Passionate about supporting students and alumni to become successful entrepreneurs.
- Seniority to liaise with top-level executives in start-ups, accelerators/incubators, venture capital, company builders etc.) a portfolio of local contacts and relations is a must.

- > 5 years of professional experience in the social and sustainable entrepreneurial / innovation sector in Madrid (hot relations and portfolio of contacts)
- Desirable up to 5 years of professional experience in formulating and managing calls for proposals and public funding processes with all levels of the administration
- Creating an entrepreneurial project or working at an incubator is a plus. Or experience as a founder and/or in the start-up context (start-ups, accelerators/incubators, venture capital, company building etc.)
- Completed studies (business, social sciences, engineering or natural sciences)
- Excellent Spanish and English skills

Send your CV to HR ESCP Madrid campus, Pilar Viñas, at pvinas@escp.eu