



EXPERIENCED PARTNERSHIP OFFICER IN THE SPACE DOWNSTREAM APPLICATIONS SECTOR (M/F)

Permanent contract | Fulltime/40h | Belvaux

Your work environment

The Luxembourg Institute of Science and Technology (LIST) is a Research and Technology Organization (RTO) active in the fields of materials, environment and IT. By transforming scientific knowledge into technologies, smart data and tools, LIST empowers citizens in their choices, public authorities in their decisions and businesses in their strategies.

<https://www.list.lu/>

You will be part of the LIST Environmental Research and Innovation department

As part of a Research and Technology Organization (RTO), the work of the Environmental Research and Innovation (ERIN) Department tackles some of the major environmental challenges our society is facing today (e.g. adaptation to climate change, ecosystem resilience, sustainable energy systems, efficient use of renewable resources, environmental pollution prevention and control).

To this end, the mission of the ERIN department is:

- (1) to conduct impact-driven scientific research and development, as well as technological innovation;
- (2) to support companies in the implementation of new environmental regulations and advise governments on determining sustainable policies for the future, with the objectives of:
 - Analysing, managing and exploiting sustainable resources (water, air, soil, renewable energy, bioresources)
 - Reducing the environmental impact of human consumption and production activities

What you will be doing

The selected candidate will join the Partnership Development Team of the ERIN Department of the Luxembourg Institute of Science and Technology (LIST), reporting directly to the ERIN director. He/She will lead the business development of downstream applications relying on satellite Earth Observation and telecommunication in collaboration with the senior management and RDI units/groups in terms of:

- Identification and concretization of business/partnership opportunities
- Prospect and technology watch
- Key account management
- Valorisation and transfer of technological assets making use of space technology and space data, such as telecommunication, Earth observation and location-based data services, for non-space, downstream market applications

Job reference: ERIN-2021-033

Application file:

- A CV
- A motivation letter

Apply online:

https://www.list.lu/en/jobs/researchers/job-offer/erin-2021-033/?no_cache=1&cHash=f7bbbc2cef a36550cef2e16f602b8fb6

Your working environment

The research department

<https://www.list.lu/en/research/erin/>

<https://www.list.lu/en/jobs/researchers/>



The Partnership Officer may co-manage industrial projects.

Identification and implementation of business/partnership opportunities

- Prospect new customers by proactive networking
- Identify, develop and close new agreements covering the ERIN domains, in particular in disaster risk management, precision agriculture, forest management and maritime surveillance, with partners from the private and public sector
- Actively participate in the negotiation of contracts and agreements. This involves collaborating closely with researchers and the Legal Department in the contract-drafting phase
- Initiate and follow up the development of a partnership and collaboration strategy together with the department's senior management and RDI units/groups
- Support projects in all phases of the partnering process. This will also include daily interfacing with local and international business partners, local authorities, government agencies, as well as space agencies, in particular ESA
- Manage the department's partner portfolio for the sectors of disaster risk management, precision agriculture, forest management and maritime surveillance: create momentum with potential partners and consolidate good relationships with existing ones
- Develop a screening strategy for business deal or partnership opportunities
- Work on partner follow-up activities and participate in the management of key accounts

Prospect and technology watch

- Research and find out about prospect and client industries, and trends to estimate needs and goals
- Ensure technology watch

Co-manage, with the principal investigators, industrial and knowledge transfer projects including a strong support to project-funding applications

Networking and representation

- Represent the RDI department in networking business event and conferences: ERIN Ambassador
- Initiate and contribute to the networking events and actions of the department
- Establish a strong external network, at the national and international level
- Prepare and deliver presentations to prospects and clients

Dissemination, valorisation and transfer

- Participate to sectorial/technology fairs
- Support RDI staff in the dissemination of RDI outputs to the market (licensing, selling, spin-off, etc.)
- Support RDI staff in the creation of spin-offs

Training

- Provide general support, guidance and training to researchers for their interactions with customers
- Keep abreast of RDI domains, project content and innovation developed in the satellite Earth Observation and communication sectors, as well as the strategies of other RTOs/R&D institutions
- Keep informed about competitors, industry, societal and technology trends
- Maximize participation in departmental events
- Update job knowledge by participating in educational opportunities, reading professional publications, maintaining personal networks, participating in the activities of professional organizations



Which profile we are looking for

Educational background

- Master's/PhD degree in a scientific, technological or engineering field relevant to the satellite Earth Observation and communication sector with practical experience in business development or a Master's/PhD degree or equivalent qualification in business administration, with practical experience in technology and innovation relevant to downstream space applications
- Master's degree in Business Administration is desirable but not mandatory

Required seniority

- 10 years of proven experience in the broader sector of downstream space-related applications with direct experience in partnership and business development
- Track record in the acquisition of clients and development of industry collaborations
- Understanding of current market trends in the space sector in Europe
- Strong existing industrial network in the space sector in Europe and, in particular, in the satellite Earth Observation and communication sectors; international network considered as asset
- Understanding of relevant ESA and EC funding programs targeting the development of innovative and commercially viable products and services related to satellite imagery and datasets
- Experience in working with IP protection, IP rights law and IP policy and in licensing and negotiating (Technological Transfer)
- Entrepreneurial experience and/or track record in launching new businesses (launching own projects or helping others) is considered as an asset
- Past experience in a Research and Technology Organization is considered an asset

Technical skills

- Be results-oriented: achieve concrete results, involving a range of different colleagues from researchers to management and administrative staff
- Be a self-starter that is well organized, efficient with excellent time management skills and capable of managing multiple projects simultaneously
- Demonstrate business responsiveness and a strong experience in the management of partnerships and marketing in a public research or industrial research environment
- Have the capacity to forge strong relationships, build trust with clients, drive value, and develop lasting business partnerships
- Strong communication skills and are keen to collaborate with the staff of the department
- Strong interaction with the other members of the business development team and diverse project teams
- Be motivated in working in a customer-oriented technological research organization

Language skills

- Excellent command of English
- Excellent knowledge of German and French is considered as a strong asset

Interested ? Please apply online

https://www.list.lu/en/jobs/researchers/job-offer/erin-2021-033/?no_cache=1&cHash=f7bbbc2cefa36550cef2e16f602b8fb6