

## **EUROPEAN SPACE AGENCY**

### **Vacancy in the Directorate of Telecommunications and Integrated Applications**

The European Space Agency is an equal opportunity employer  
and encourages applications from women

#### **POST**

Head of the Telecom Service Partnerships Section<sup>1</sup> in the Future Projects Division, Telecommunications Technologies, Products and Systems Department, [Directorate of Telecommunications and Integrated Applications](#).

This post is classified in the A2/A4 grade band of the Coordinated Organisations' salary scale.

#### **LOCATION**

ECSAT, Harwell (United Kingdom).

#### **DUTIES**

The postholder will report to the Head of the Future Projects Division and will be responsible for defining and implementing a strategy for the development of new ESA-Private Partnerships for Systems and Services. The incumbent will prepare and coordinate the technical and programmatic framework of new Partnerships for Services in line with the TIA Long Term Plan and the European Space Policy.

The post responsibilities include:

- monitoring and assessing the needs and potential for future Telecommunications service partnerships, initiating and managing studies on associated system concepts;
- implementing prospective studies with the aim of detecting new market opportunities for Satcom services in coordination with the ARTES 1 Programme element or other external funding sources (e.g. General Studies Programme);
- initiation, technical consolidation and programmatic build-up of the new telecommunications service-oriented partnership projects;
- preparing and managing new mid-sized federated satellite telecommunication service projects under ARTES element 3-4 and 5;
- contributing to the formulation of the strategic inputs for D/TIA related to the area of Satellite Telecommunication Service Partnerships, in coordination with the Planning, Management Support and Coordination Office (TIA-M);
- managing the interface with stakeholders in the area of Telecommunication Systems and Services, including satellite operators, service providers and manufacturing industry, supporting and complementing their business development initiatives;
- managing the section, including the preparation of manpower plans and resource requirements and reporting.

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<sup>1</sup> For more information on the role of ESA managers in the implementation of the human resources corporate policies, please follow this link: [responsibilities of ESA managers](#).

## QUALIFICATIONS

Applicants for this post should have a university degree or equivalent qualification in engineering.

Several years' experience in:

- satellite telecommunication systems, preferably in end-to-end system and service definition and implementation;
- space segment and/or ground segment systems engineering and technology;
- satellite telecommunication commercial market development in the areas of market analysis, strategic/competitive analysis, customer acquisition, proposal preparation, procurement /delivery of systems and/or subsystems.

A proven capability in the management of people is required.

Candidates shall demonstrate:

- systems and strategic thinking;
- strong leadership capabilities in leading and motivating the team, communicating the section goals and promoting a spirit of cooperation between team members;
- a pragmatic approach with strong analytical capabilities;
- excellent organisational, decision making skills and a strong results orientation;
- a proven ability to build positive relationships;
- excellent communication skills.

The working languages of the Agency are English and French. A good knowledge of one of these languages is required. Knowledge of another member state language is an asset.

## CLOSING DATE

The closing date for applications is **27 January 2014**.

Applications from external candidates for this post should preferably be made [on-line](#) at the ESA Web Site ([www.esa.int/careers](http://www.esa.int/careers)). Those unable to apply on-line should submit their CV to the Head of the Human Resources Division, ESTEC, Keplerlaan 1, 2201 AZ Noordwijk ZH (The Netherlands).

ESA staff members wishing to apply for this post should fill in the [Internal Application Form](#) and email it to [Apply2ECSAT](#).

The Agency may require applicants to undergo selection tests.

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**Under ESA Regulations, the age limit for recruitment is 55. Please note that applications are only considered from nationals of one of the following States: Austria, Belgium, the Czech Republic, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland, the United Kingdom and Canada.**

**Priority will be first given to internal candidates and secondly to external candidates from under-represented member states.**

**In accordance with the European Space Agency's security procedures and as part of the selection process, successful candidates will be required to undergo basic screening before appointment.**