

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

Senior Business Analyst in the Applications Business Office, Awareness Activities & Feasibility Studies Division, Integrated and Telecommunications-related Applications 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 Applications Business Office, which is based at ECSAT in Harwell, UK and supports ESA's ARTES applications programmes Europe-wide. The incumbent will have the following duties:

- building partnerships with both user communities and service industries in order to develop new space-based services and applications for an agreed range of target markets (e.g. renewable energy, electricity networks, smart cities, machine-to-machine communications, marine management, financial services, mobile applications);
- identifying sources of third-party funding for projects in these target sectors (e.g. angel investors, venture capitalists, investment funds, service providers, other development programmes) and develop mechanisms for co-funding activities with them, which might otherwise be beyond the capacity of any of the individual partners;
- working with other members of the ABO to provide access to a portfolio of business support services that meet the needs of the partners involved in ESA applications development projects (e.g. business case development, advice on corporate and management structures, preferential access to technical facilities, IPR protection, regulatory assistance, distribution strategy, partnership brokering and access to finance) and help to make this portfolio widely known and used;
- contributing to an analysis of the economic impact of specific IAP ARTES Applications projects and to the development of a methodology for measuring that impact on a programme-wide basis;
- cooperating with the European network of "IAP Ambassadors" and with the Awareness Section of the TIA-A Department on matters relating to business development, marketing and awareness-raising for the ARTES Applications programmes;
- cooperating with the Feasibility Studies and Demonstration Project teams in ESTEC and ECSAT on matters relating to the provision of business support services and third-party funding to organisations who are undertaking co-funded activities within the ARTES Applications programmes;
- cooperating and coordinate with other ESA and external programmes as required, under the direction of the Head of the Applications Business Office.

QUALIFICATIONS

Applicants for this post should have a Master's degree or equivalent qualification, with business, finance or social sciences being of greater relevance than those in scientific or engineering disciplines, although a combination of the two would be ideal.

Direct experience of working with industry and service providers and a sound understanding of operating within the European Space Agency framework will be a distinct advantage.

Candidates should also demonstrate:

- proven track record in business development or business support services, especially for high-tech industries, start-ups and (ideally) applications development;
- solid background in finance or business administration, ideally with experience in financing and organising new business ventures and the use of PFI/PPP structures;
- preferably some familiarity with the downstream space sector (i.e. the provision of services and applications based on space systems) and with relevant space technologies (i.e. satellite communications, navigation and earth observation);
- good understanding of and connections to the innovation and business incubation "ecosystem" of one or more major European countries;
- good awareness of multi-cultural and political issues, as well as the ability to act autonomously within organisational and political constraints;
- self-motivation, good interpersonal and communication skills (both written and oral) with the ability to work effectively and cooperatively in a diverse and international team environment;

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). 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.

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.