

EUROPEAN SPACE AGENCY

Vacancy in the Directorate of Telecommunications and Integrated Applications

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and encourages applications from women

POST

Head of the Telecommunication External Growth and Intelligence Office 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

ESTEC, Noordwijk (Netherlands).

DUTIES

Working under the authority of the Head of the Future Projects Division, the Head of the Telecommunication External Growth and Intelligence Office will have overall responsibility at the Division and Department level, for the following:

- telecommunication intelligence;
- external growth;
- exploring new topics with existing partners;
- addressing new partners.

Specific responsibilities will include:

- monitoring of the evolution of the ecosystem of the satcom sector (economy, regulatory, services, terrestrial environment, etc.);
- proposing and delivering intelligence telecommunication products to internal (D/TIA and departments) and external customers (JCB delegates and ARTES industry);
- monitoring the implementation of the objectives of the ARTES programme and its impacts;
- reviewing the implementation of the Telecommunication Long Term Plan;
- producing summary position reports on the basis of the above elements for use by internal and external customers;
- in pursuing TIA Strategy: identify new opportunities with new partners and existing ones, for companies from ARTES Participating States, and consolidate the feasibility of these opportunities;
- interfacing with Key Account Managers for Industry and Operators;
- representing D/TIA in critical interfaces as requested by D/TIA.

To pursue these objectives, the postholder will have interfaces with the ARTES projects under preparation, under implementation and in execution, internal within the Directorate of Telecommunications and Integrated Applications, the Directorate of Technical and Quality Management, and with Industry, Operators, Service Providers, Institutions as required. The incumbent will receive support from staff and contractors from the Division.

QUALIFICATIONS

Applicants for this post should have a Master's degree or equivalent qualification in engineering as well as several years of experience in:

- satellite telecommunication systems, preferably in end-to-end system, space segment and/or ground segment systems engineering;
- 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 also demonstrate:

- systems and strategic thinking;
- strong leadership capabilities in leading and motivating the team, communicating the Office goals and promoting a spirit of cooperation between team members;
- a pragmatic approach with strong analytical capabilities;
- excellent organisational and decision-making skills and 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 would be an asset.

CLOSING DATE

The closing date for applications is **23 May 2014**.

Applications from external candidates for this post should preferably be made [online](#) at the ESA website (www.esa.int/careers). Those unable to apply online should submit their CV to Human Resources, 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 [Apply2ESTEC](#).

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 first be 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.