

# Job Title: Commercial Partnership Engineer

Job Requisition ID 10787 - Posted 09/10/2020



## EUROPEAN SPACE AGENCY

Vacancy in the Directorate of Human & Robotic Exploration Programmes.

ESA is an equal opportunity employer, committed to achieving diversity within the workforce and creating an inclusive working environment. Applications from women are encouraged.

### Post

#### Commercial Partnership Engineer

This post is for a limited duration of 4 years non-renewable and is classified A2-A4 on the Coordinated Organisations' salary scale.

### Location

ESTEC, Noordwijk, The Netherlands

### Description

Commercial Partnership Engineer, in the Commercialisation & Innovation Team, E3P Programme Management Team, Directorate of Human & Robotic Exploration Programmes. The Innovation and Commercialisation Team leads the definition and coordinates the implementation of all HRE cross-sectoral innovation initiatives as outlined in the E3P Innovation Plan. This includes, in particular, delivery of the E3P Space Resources Plan, establishment of ISS and post-ISS Low-Earth Orbit platform-based commercial services and promotion of non-ESA funded demand for such services, as well as delivery of a comprehensive lunar communication and navigation service in coordination with D/TIA and D/NAV.

### Duties

You will report to the Innovation and Commercialisation Team Leader, and be responsible for management of the end-to-end process of selecting commercial partners and users for ISS and post-ISS platforms. Your main responsibilities will encompass the following activities:

- Maintaining and promoting the ESA call for Commercial Partnerships contributing to the delivery of the European Space Exploration Envelope Programme (E3P);
- Leading the maintenance and implementation of the end-to-end process for selecting and maturing Commercial Partners for ISS and post-ISS platforms;
- Acting as secretary of the Commercial Partnership Evaluation Board;
- Managing assigned Commercial Partnerships and acting as secretary of the Commercial Partnership Steering Committees;
- Leading the implementation of the ESA internal process for evaluating commercial utilisation proposals for ISS and non-ISS research platforms, including presentation of related proposals to the ESA internal Utilisation Implementation Board (UIB);
- Supporting the preparation of related documents for PB-HME, EUB and IPC and leading the preparation of the annual status report on the Commercial partnership initiative;
- Supporting further development of the commercialisation framework for the delivery of E3P.

### Technical competencies

Ability and demonstrated experience in defining and successfully implementing innovation strategies  
Multidisciplinary knowledge of area of responsibility  
Knowledge of commercial aspects within the space domains  
"NewSpace" technologies, methods and markets

### Behavioural competencies

Communication  
Planning & Organisation  
Teamwork  
Customer Focus  
Innovation & Creativity  
Systems & Broader Business Thinking

## Education

A Master's degree in engineering, science, economic or business administration is required.

## Additional requirements

Candidates are further required to have extensive knowledge of:

- European and international space exploration programmes;
- existing and future markets for research and applications in space;
- the relevant European and international industrial "NewSpace" landscape;
- relevant past and present business success stories and failures;
- experience in developing and or evaluating business plans, as well as a proven track-record of successfully managing innovation projects and initiatives and establishing strategic partnerships.

## Other information

For behavioural competencies expected from ESA staff in general, please refer to the [ESA Competency Framework](#).

The working languages of the Agency are English and French. A good knowledge of one of these is required.

Knowledge of another Member State language would be an asset.

The Agency may require applicants to undergo selection tests.

### **The closing date for applications is 08 November 2020.**

If you require support with your application due to a disability, please email [contact.human.resources@esa.int](mailto:contact.human.resources@esa.int).

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Please note that applications are only considered from nationals of one of the following States: Austria, Belgium, the Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Luxembourg, the Netherlands, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland, the United Kingdom and Canada, Latvia and Slovenia.

According to the ESA Convention the recruitment of staff must take into account an adequate distribution of posts among nationals of the ESA Member States. When short-listing for an interview, priority will first be given to internal candidates and secondly to external candidates from under-represented Member States.

(<http://esamultimedia.esa.int/docs/careers/NationalityTargets.pdf>)

In view of the limited duration of this post, internal candidates are strongly advised to contact their HR advisor before applying.

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.

Recruitment will normally be at the first grade in the band (A2); however, if the candidate selected has little or no experience, the position may be filled at A1 level.