

Job Title: Business Applications and Partnerships Officer (2 posts)

Job Requisition ID 10483 - Posted 19/10/2020



EUROPEAN SPACE AGENCY

Vacancy in the Directorate of Telecommunications and Integrated Applications.

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

Business Applications and Partnerships Officer (2 posts)

This post is classified A2-A4 on the Coordinated Organisations' salary scale.

Location

ECSAT, Harwell, United Kingdom

Description

You will report to the Head of the Partner-led and Thematic Initiatives Section and will be working at the forefront of innovative opportunities in ESA's Downstream Business Applications and Space Solutions. You will be responsible for developing and promoting space-based applications and services.

In ESA Business Applications, our aim is to show that space is open for business and has the power to improve our everyday lives on Earth. We do this by helping companies to integrate space data and technology with commercial services.

You will work in close cooperation with members of the Telecommunications and Integrated Applications Directorate and other Directorates, as well as with industry and institutions representing user communities in the framework of ESA programmes.

Duties

- Identifying and characterising opportunities for new services and applications exploiting space assets such as Satellite Earth Observation, Satellite Navigation, Satellite Communications or technologies defined for utilisation in space;
- Establishing and developing strategic partnerships with private and public stakeholders in innovative technological domains and market sectors;
- Defining and developing initiatives in the context of the ARTES programme, potentially in cooperation with partners, to support the generation of sustainable space-based applications and services;
- Managing studies and demonstration projects in the areas of responsibility, including preparing new ITTs and tender actions, in coordination with the relevant ESA teams;
- Analysing and assessing the business, technical and regulatory aspects of operating sustainable space-based applications and services;
- Initiating and/or participating in international working groups and events in specific applications areas for facilitating industry awareness of new initiatives;
- Analysing the impact of space-based solutions in the different thematic areas and vertical sectors and assessing future trends and opportunities;
- Defining opportunities for utilising space assets and technologies in conjunction with non-space disruptive technologies;
- Supporting the preparation of work plans and reporting to delegate bodies;
- Participating in and contributing to internal ESA working groups related to specific application areas. Coordinating activities pursued in the context of cross-directorate/cross-ESA programmes.

Technical competencies

Background and working experience in space Telecommunications, Navigation and Earth Observation (two domains at least)

Knowledge relevant to the field of activities

Stakeholder management

Market research analysis

Project acquisition and/or business development

Experience in the management of applications development activities

Behavioural competencies

Continuous Learning
Customer Focus
Innovation & Creativity
Problem Solving
Results Orientation
Self Motivation

Education

A Master's degree in a relevant discipline, e.g. engineering or computer science, is required.
A Master's in business administration or other business qualification is a distinct advantage.

Additional requirements

The successful candidate will bring at least five years of working experience and in-depth knowledge in satellite Earth observation, satellite communications or navigation technologies.

You have solid experience in (some of) the following technologies:

- 5G networks
- Internet of Things
- Secure communications
- Blockchain and augmented reality / virtual reality
- Artificial intelligence and machine learning
- Big data analytics
- Data fusion.

Knowledge of the space sector and of (at least one of) the following vertical sectors is required: transport & mobility, utilities (water, energy, waste), safety and security applications, agri-tech, energy & environment, critical infrastructure, mining and natural resources.

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 16 November 2020.

If you require support with your application due to a disability, please email contact.human.resources@esa.int.

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 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.