

Head of the Market Analysis and Business Intelligence Section

Job Req ID: 12582

Closing Date: 01 July 2021

Publication: Internal & External

Vacancy Type: Permanent

Date Posted: 04 June 2021

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. For this purpose, we welcome applications from all qualified candidates irrespective of gender, sexual orientation, ethnicity, beliefs, age, disability or other characteristics. Applications from women are encouraged.

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

Location

ECSAT, Harwell, United Kingdom

Description

The Directorate of Telecommunications and Integrated Applications supports innovation to boost the competitiveness of European industry in the global space market. This involves a wide range of activities, from space-based technology, systems, and products for telecommunications development to the down-to-Earth application of space-based services, and entails engagement with a wide range of industrial, entrepreneurial and institutional partners.

The Strategy, Programme and Transformation Office provides support for implementation of the Directorate's remit in programme development, business analysis and development, and in programme strategic communication and market intelligence. It works to strengthen the relationship with the EU and support new partnerships with the space and non-space sectors, new innovative multi-disciplinary activities, new strategic programme lines, and innovative public-private financing solutions. It is leading the transformation towards an increased socio-economic impact on Europe's economy and society.

Duties

You will report to the Head of the Strategy, Programme and Transformation Office and be responsible for the analysis and business intelligence of markets and businesses relevant to connectivity and space solutions and for defining and implementing a related strategy to provide market guidance for the Directorate's programme and business developments.

You will contribute to the drawing up of a market vision for the Directorate, and help promote and communicate TIA programme actions with market actors. You will also contribute to the further transformation of TIA programme action in response to the ongoing fundamental market changes of the 2020s.

- Maintaining, growing and operating a network for structured interactions, outreach, cooperation and support with all market and business key stakeholders across the

ARTES Strategic Programme Lines, the Directorate of Telecommunications and Integrated Applications, ESA, industry, Member State agencies and national and European institutions;

- Growing the scope of the markets and businesses beyond the supply side and established space industries and satellite operators to increasingly also include terrestrial actors (e.g. mobile network operators) and potential future market actors (e.g. in transport, energy, industry and health);
- Leading the gathering of market and business data, including external resources, and providing advice in particular for NewSpace actors and in relation to start-up/scale-up and vertical markets beyond the space domain;
- Analysing trends, opportunities and threats, and market champions in a European context and as part of the global space economy, as well as developments in the USA, China, India and Russia;
- Developing regular reports on general market evolution and specific reports dedicated to market segments, including the verticalisation of markets and merging of space markets into the wider digital economy;
- Providing market and business information for the Directorate's definition of programme and project proposals.

You and your team will be:

- Steering the market intelligence activity to ensure there is added-value information for monitoring of the market and business environment;
- Ensuring a harmonised, coordinated approach to TIA socio-economic impact studies for programme proposals and reporting on the studies to key stakeholders;
- Establishing a market observatory in coordination with Member State initiatives as required;
- Proposing and implementing market-specific preparatory studies for future strategic close-to-market programme lines;
- Organising market and business intelligence interaction with an extended ecosystem, including ESA Business Incubation Centres and venture capital actors, making increased use of round tables with leading market representatives;
- Developing and maintaining a dashboard with key market indicators, e.g. revenues, private investment, market segments, main trend indicators, and SWOT.

Technical competencies

Market Analysis and Business Intelligence in the European and international commercial space sector or digital

Leading change

Business and market intelligence and analysis

Experience in opportunity management and/or investment schemes

Experience in driving strategic engagement

Experience with international business partnerships between space, telecom or media and vertical markets (e.g. transport, energy, health, government, security)

Behavioural competencies

Result Orientation

Operational Efficiency

Fostering Cooperation

Relationship Management

Continuous Improvement

Forward Thinking

Education

A Master's degree in an engineering or scientific discipline is required for this post.

Additional requirements

You should also have:

- the potential to manage individuals or a team in a project setting
- the ability to organise their activities and ensure a motivating work environment
- strong leadership capabilities, with proven relationship management and communication skills
- the ability to drive your team's performance, developing your people by encouraging learning, delegating responsibility and giving regular, constructive feedback
- strong problem-solving skills to deal with day-to-day operational challenges, together with demonstrated planning and organisational skills
- a strong results orientation with the ability to set priorities and present practical solutions both orally and in writing
- the ability to manage challenging situations proactively and constructively and to be customer- focused.
- an excellent ability to provide clear, concise reporting, both orally and in writing; the ability to clearly communicate the “big picture view” of an issue without unnecessary detail.

People management experience is an asset, as is international experience, i.e. outside your home country, as well as experience in diverse functional areas relevant to ESA activities.

Direct experience of working with a commercial telecommunications or information solutions company or operator will be a distinct advantage.

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 01 July 2021.

At the Agency we value diversity and we welcome people with disabilities. Whenever possible, we seek to accommodate individuals with disabilities by providing the necessary support at the workplace. The Human Resources Department can also provide assistance during the recruitment process. If you would like to discuss this further please contact us at 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.
 (<https://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.

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