

Programme and Business Development Officer

Job Req ID: 12250

Closing Date: 05 July 2021

Publication: Internal & External

Vacancy Type: Permanent

Date Posted: 07 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

ESA Headquarters, Paris, France

With a resident assignment at the ESA Business Incubation Centre (BIC), Paris.

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, product 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 programme strategic communication and market intelligence. It strengthens the EU relationship and supports 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 leads the transformation towards increased socio-economic impact on Europe's economy and society.

You will report to the Head of the Strategy, Programme and Transformation Office and be in charge of providing strategic guidance to the Directorate's business development activities to prepare for future market-oriented programme proposals.

Duties

- Providing technical, financial and business plan analysis of market opportunities in new vertical markets, including transport, energy, security;
- Evaluating potential ARTES programme action and making recommendations for the purpose of ensuring the long-term growth of ARTES and related ESA programmes in a commercial setting, including institutional markets and the digital economy beyond space;
- Ensuring close cooperation across the Directorate for the creation of future strategic programme lines, next-generation space systems and innovative financing solutions;
- Being involved in initiating new TIA programme proposals;
- Coordinating the Directorate's contributions to the Agency's transversal activities;
- Participating in ESA working groups and the preparation of strategic documents and coordinated programme proposals in collaboration with other Directorates;

- Furthering the relationship and the negotiations of agreements with industry, the European Union and national institutions;
- Contributing to the market intelligence and strategic communications activities of the Office and providing neutral programmatic expertise for ongoing and planned activities;
- Providing ad hoc support to the Head of Office.

Technical competencies

Business development in the European and international commercial space sector or digital economy

Leading change by adoption of new processes, opportunity management, investment schemes

Driving strategic engagement through 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 business administration, engineering, physics, economics or related subjects is required.

Additional requirements

Previous experience in commercial business development in the space sector or in the digital economy is required.

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.

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 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, Lithuania 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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