

## Business Development Engineer

**Job Req ID:** 14777

**Closing Date:** 22 March 2022

**Publication:** Internal & External

**Vacancy Type:** Permanent

**Date Posted:** 22 February 2022

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. We therefore 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

ESTEC, Noordwijk, Netherlands or ECSAT, Harwell, United Kingdom.

### Description

The Directorate of Telecommunications and Integrated Applications (TIA) supports innovation to boost the competitiveness of the European space industry in the global market. This covers the full spectrum of space innovation, from telecommunications space technology, systems, to pre-commercial development of integrated products and services and downstream applications.

The TIA Innovation and Ventures Office supports these activities across departments by actively engaging with the whole range of space and non-space stakeholders of the TIA programmes. It achieves this by network development and management across Europe and beyond, as well as by offering highly tailored marketing and communication services in the TIA.

ESA Space Solutions is a TIA programme supporting companies developing satellite-based products and services capable of delivering a positive impact on people, planet and profit (i.e. the Triple Bottom Line). These products and services touch on all areas of human activity including finance, insurance, health, transport, energy, tourism, environment and agriculture. ESA Space Solutions consists of co-funding mechanisms, technical support for innovation relying on space assets, and access to finance for growth companies.

### Duties

You will report to the Head of the Innovation and Ventures Office. As part of a team, you will support, coordinate and expand a network of third parties that execute Space Solutions activities on behalf of the Agency, in interaction with start-ups, SMEs, mid-caps and corporates in ESA's member states. Such companies are involved in the innovation process whereby space technology and assets (such as satcom, navigation, EO, etc.) underpin products and services aimed at non-space markets.

Your specific duties will be:

- Managing Space Solutions activities according to TIA practices and supporting the daily management of the assigned Space Solutions network partners, including ESA Business Application Ambassadors;
- Managing the assigned contracts with ESA's Space Solutions partners. This will include interfacing daily with local business partners and industry as well as the local

- authorities and governmental agencies in both space and non-space domains;
- Supporting the establishment of a strong network of industry partners (the Space Solutions Alliance) that contribute to the objectives of the Space Solutions Partners and beneficiaries with finance, knowledge, resources and networking;
- Representing ESA Space Solutions at different venues, events and conferences;
- Supporting market analysis and related business development of TIA with new entrants from non-space industry verticals, especially in sectors such as automotive, green, aviation, rail, energy, logistics and health;
- Supporting and managing partner projects in connection with the strategic and generic programme lines of TIA (e.g. 5G Hub in ESA member states).

### **Technical competencies**

Knowledge of technical domains and related R&D space industry trends, in particular “New Space” together with knowledge of non-space markets demands and trends

Knowledge of market analysis

Experience in business development and in building strategic partnerships

Knowledge of innovation management and policies

Awareness and understanding of private finance mechanisms

Excellent oral and written communication skills

### **Behavioural competencies**

Result Orientation

Operational Efficiency

Fostering Cooperation

Relationship Management

Continuous Improvement

Forward Thinking

### **Education**

A Master's degree in business administration, with practical experience in technology and innovation, or a Master's degree in engineering with practical experience in business management is required for this post.

### **Additional requirements**

You should have a minimum of 5 years' project management experience in an international environment. You have a proven track record in business development and building strategic partnerships with public and private organisations nationally and internationally, including investors. You should also have experience in match-making and facilitation of space and non-space organisations' dialogue and business opportunities.

### **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](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, 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 or balanced 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.

\*Member States, Associate Members or Cooperating States.