

	DIRECCIÓN DESARROLLO Y GESTIÓN DE PERSONAS	www.leitat.org
	WE ARE HIRING	
	Join our team seleccion@leitat.org	

BUSINESS DEVELOPMENT MANAGER - INDUSTRIAL

LEITAT TECHNOLOGICAL CENTER has the mission to promote R&D&I within different industries and to contribute to social development, as well as the encouragement of the innovation culture and the improvement of competitiveness

Now we are hiring a **Business Development Manager - Industrial**.

Primary functions:

- Working closely with LEITAT's internal research groups to understand their competencies and proposing relevant topics of interest to develop fundable proposal concepts in collaboration with them
- Consultation about non technical aspects of proposals to research staff
- Assessing potential Intellectual Property rights(IPR) Being developed in proposals
- Maintaining effective communication with proposal consortia members
- To achieve proposal success levels that drive new research capacities and contribution to LEITAT's research funding
- At all times ensuring delivery of LEITAT's proposal/projects work in partnerships is of high quality and maintain our high standards and reputation as a leading research organization
- Working efficiently in a progressive and supportive way with other LEITAT's departments and senior managers in administrative support tasks
- Review and evaluation of proposals to ensure quality before submission to funding body.

Education:

- PhD/MSc in Engineering, Physics, or Material Science

Complementary Education:

MBA or Project Management masters

Job requirements:

- Knowledge of EU funding programmes (e.g. Horizon 2020/FP7) with proven experience in successful writing, submission and management of funding for proposals/bids
- Experience in sourcing relevant market data for developing and managing proposal submissions from concept to implementation with major focus on market exploitation
- Knowledge on technology transfer and commercialization as well as prospective and technological potential Excellent interpersonal and communication skills

Other requirements:

- Demonstrably high levels of accuracy and attention to details.
- Proven ability to work under pressure and to tight deadlines
- Ability to work independently and in teams

Competencies and skills:

- Writing high quality proposals to secure research and innovation funding
- Writing proposals specifically in defining innovation potential, impact, exploitation strategies with feasible business cases and implementation aspects
- Drafting proposal budgets according to EC requirements and funding rules

Languages:

Proficiency in English (written and spoken) is a must, Spanish, other European languages are considered beneficial

Software:

High command of Microsoft Office

What we offer:

- Location: Barcelona
- Immediate start
- Salary related to skills and background
- Flexible working hours