

	DEPARTAMENTO DIRECCIÓN GESTIÓN PERSONAS	www.leitat.org
	SELECCIONAMOS A:	
		TRABAJA CON NOSOTROS seleccion@leitat.org

BUSINESS DEVELOPMENT MANAGER

Established in 1906, Leitat is a technological center whose mission is to manage technologies to create and transfer social, environmental, economic, and industrial value to companies and institutions by means of R&D&I. Leitat works with more than 45 countries and develops over 215 projects annually in the fields of circular economy, biotechnology, bioeconomy, health, advanced materials, industrial chemistry, renewable energies, and new production processes. Leitat is strongly committed to over 1500 customers that benefit from our creative and innovative solutions.

We are currently looking for Business Development Managers (BDM) to join the Promotion & Management team. We are welcoming applications from candidates that have an industry-, circular economy- or health-related background. This person will closely work with researchers and area managers on the definition of the strategy of the center and promote Leitat's capacities to foster collaboration among different entities to carry out R&D&I activities. This person will have an active role in consortium and proposal building, mainly for Horizon Europe. The position requires a high learning level as well as cross-fertilization of ideas and experience among multidisciplinary professionals. We highlight enthusiasm, improvement, and respect among Leitat values. We are looking for a person that could bring professionalism, positivity, honesty, integrity, innovation, and resilience.

Job Description:

Business development, networking and proposal writing:

- Definition of the strategy and priorities of Leitat within a specific area and promotion of Leitat's capacities and activities within this field.
- Establish and maintain strong relationships with key players.
- Represent Leitat in European platforms and other thematic and strategic events and conferences.
- Analysis of Work Programs, topics, EC documents, regulations, technology platform documents and research agendas.
- Organisation and leadership of brainstorming and concept development.
- Partner search and consortium building.
- Organisation and leadership of proposal preparation meetings.
- Writing and leadership of proposals, including the definition of roles allocated to people involved and setting schedule and deadlines.
- Internal evaluation of proposals.
- Working closely with consultancies and ensuring the quality of submitted proposal.
- Drafting proposal budgets according to EC requirements and funding rules.
- Submission of proposals to the funding bodies.

Education:

M.Sc. in Science, Chemistry, Biology, Engineering, or similar.

European project management or European studies, MBA or PhD will be viewed favourably.

Experience:

- Candidates must have at least 3 years of proven experience in a research, technology, or industry environment, with a strong background in public funding.
- Knowledge of EU funding programmes.
- Proven experience in successful writing, submission, and management of EU proposals/bids.
- Proven experience in coordinating H2020 and/or Horizon Europe proposals/bids.
- Experience in sourcing relevant market data for developing and managing proposal submissions from concept to implementation with major focus on market exploitation.
- Understanding of the administrative and financial rules (mainly for Horizon Europe).

- Knowledge on technology transfer and commercialization as well as international experience will be positively evaluated.

Competencies and abilities:

- Demonstrably high levels of accuracy.
- Excellent interpersonal and communication skills.
- Proven ability to work under pressure and tight deadlines.
- Ability to work independently and in teams.
- High motivation and discipline.
- Excellent writing skills to build high quality proposals.
- Strong expertise in writing non-technical sections including innovation potential, impact, exploitation strategies with feasible business cases and implementation aspects.
- Networking.

Languages:

Advanced English level is a must. Spanish or other EU languages will be positively evaluated.

Software:

High command of MS Office (Word, Excel).
Experience using CRM tools will be an asset.

Location:

Barcelona.

Do you still hesitate to apply? Here is what we offer:

- Work in an attractive environment in sunny Barcelona (we can provide help with a potential relocation).
- Become part of a unique innovation ecosystem involving start-up incubators, cutting-edge technologies, and highly equipped labs.
- Start immediately and enjoy flexible working hours.
- This is a hybrid position, work one day from home if you like.
- Apply with a junior or a more experienced profile, we are open. The salary will be calculated according to your skills and background.

*Please attach your cover letter.

Solicitar