

	<b>EU INNOVATION BUSINESS DEVELOPMENT MANAGER IN HYDROGEN</b>	<a href="http://www.leitat.org">www.leitat.org</a>
		¿TE UNES?
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Are you interested in being part of a **technological center of excellence** where you can contribute and add technological value to companies and institutions, focusing on research, development and industrial innovation (R&D+2i)? Do you want to work in a cutting-edge environment with all the technological innovations?

Leitat is a reference technology center at the national and European level. With more than 100 years of history, it has a team of more than 400 professionals, experts in applied research, technical services and management of technological and innovation initiatives. Leitat provides social, industrial, economic and sustainable value, offering comprehensive solutions in multiple sectors and areas: health and biomedicine, development of new materials, eco-sustainable production, occupational health prevention systems, waste revaluation and use of natural resources; interconnectivity and digitalization of the industry, green energy and maximization of energy efficiency.

We are currently looking for an **EU Innovation Business Development Manager (BDM) in Hydrogen** to join the Promotion & Management team. We are welcoming applications from candidates that have an industry-, circular economy-, material-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.

#### **Your main functions will be:**

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 in the hydrogen sector.
- 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, consortium building and ensuring the quality of submitted proposal.
- 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.
- Drafting proposal budgets according to EC requirements and funding rules.
- Submission of proposals to the funding bodies.

#### **What do we expect from you?**

**M.Sc. in Material Science, Electrolysers, Fuel cells, Energy Systems, or similar.**

PhD will be viewed favourably.

- Candidates must have **at least 3 years of proven experience in a material research, process technology, or industry environment, with a strong background in public funding.**
- Experience and knowledge of relevant markets and European industrial ecosystems, including a strong network, will be a plus.
- Knowledge of **EU funding programmes** (e.g. Cluster 5, EIC, CleanHydrogen).
- Proven experience in successful writing, submission, and management of EU proposals/bids.
- Proven experience in coordinating H2020 and/or Horizon Europe proposals/bids will be viewed favourably.
- 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, Teams, Outlook).

### **What is it like to work at LEITAT?**

You will work in an **attractive environment in Barcelona**, being part of a unique innovation ecosystem with cutting-edge technologies and highly equipped laboratories. We offer you **flexible work days** so that you can combine your personal life and your professional development. In addition, you will be able to enjoy **subsidized catering** in our centers, medical insurance and you will have an indefinite contract from day one, receiving remuneration in line with your experience, training and development.

We are proud to offer these types of benefits that support the goals and well-being of our team members.

Likewise, we support equal opportunities and diversity. We strive every day to be a more inclusive workplace adapted to all groups!

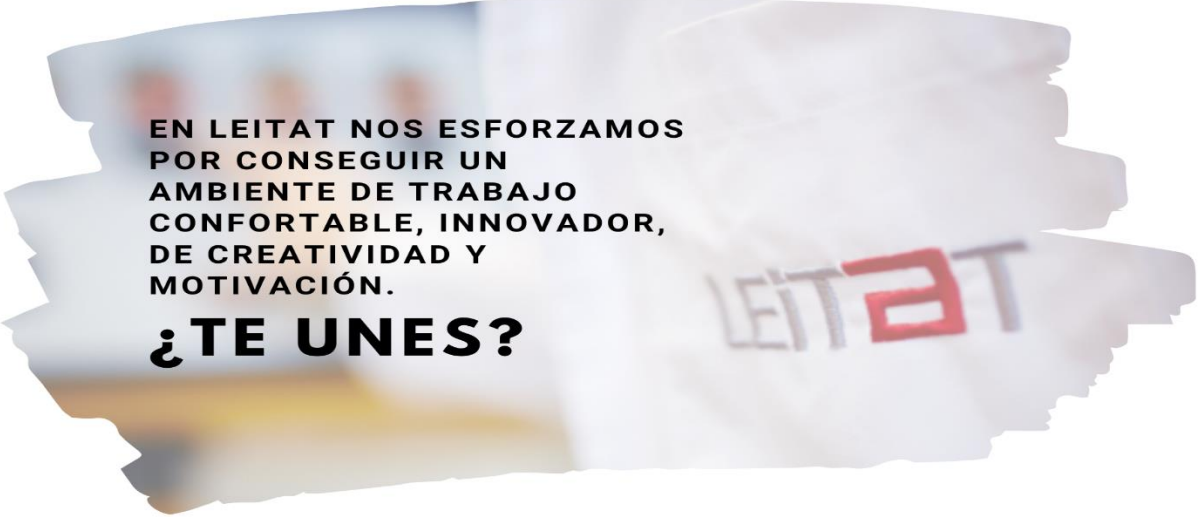
If you are a person with excellent interpersonal and communication skills, with a high capacity to achieve your objectives within the established deadlines and capable of working independently and as a team, do not hesitate, sign up for our offer.

**At LEITAT we are looking forward to meeting you!**



[www.leitat.org](http://www.leitat.org)

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EN LEITAT NOS ESFORZAMOS  
POR CONSEGUIR UN  
AMBIENTE DE TRABAJO  
CONFORTABLE, INNOVADOR,  
DE CREATIVIDAD Y  
MOTIVACIÓN.

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