

	<b>INNOVATION BUSINESS DEVELOPMENT MANAGER IN SOLAR ENERGY AND PROCESSES</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 leading environment with all the technological innovations within your reach?

Leitat is a technological center of reference at 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 integral solutions in multiple sectors and fields: 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 industry, green energy and maximization of energy efficiency. Leitat develops R+D+i projects for companies and institutions, as well as leads research projects with competitive funding both within the framework of the European Union and the Ministry of Science and Innovation.

We are currently looking for a **Innovation Business Developer Manager in Solar Energy and Processes**, your main functions will be:

Business development, networking, and proposal writing:

- Define the strategy and priorities of Leitat within a specific area and promotion of Leitat's capacities and activities in the solar energy and process sector.
- Establish and maintain strong relationships with key players (including OEMs).
- Represent Leitat in European platforms (EU Solar PV industry Alliance, EERA JV PV, A.SPIRE, etc.) and other thematic and strategic events and conferences.
- Analyze Work Programs, topics, EC documents, regulations, technology platform documents and research agendas.
- Organize and support brainstorming and concept development.
- Conduct partner searches, consortium building, and ensure the quality of submitted proposals.
- Organize and lead proposal preparation meetings.
- Draft and support proposals, assign roles, and set schedules and deadlines.
- Conduct internal evaluations of proposals.
- Draft proposal budgets according to EC requirements and funding rules.
- Submit proposals to the funding bodies.

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

M.Sc. in Material Science, Industrial Engineering, Energy Systems, or similar.

PhD or MBA will be viewed favourably.

Experience:

- Candidates must have at least 4 years of proven experience in a material research, process technology, or industry environment.

- Experience and knowledge of relevant markets and European industrial ecosystems, including a strong network, will be a plus.
- Knowledge of EU funding programmes will be viewed favourable (e.g. Cluster 5, EIC, Innovation Fund).
- Experience in successful writing, submission, and management of proposals/bids.
- Proven experience in preparing 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 for bids.
- 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.

It will be considered an asset to have a disability certificate.

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

You will be located at the headquarters in Barcelona and will work in an attractive environment, being part of a unique innovation ecosystem with cutting-edge technologies and highly equipped laboratories. We offer flexible working hours so that you can reconcile your personal life and your professional development. In addition, you will enjoy subsidized catering in our centers, medical insurance and you will have a permanent contract with a salary commensurate 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.

We also 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 goals within the established deadlines and able to work independently and as part of a team, do not hesitate, sign up for our offer.

**We would love to hear from you!**

**At LEITAT we look forward to meeting you!**



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A background image showing a white t-shirt with the LEITAT logo printed on it. The t-shirt is slightly wrinkled and the logo is in the same red and black color scheme as the one at the top of the page. The image has a torn, paper-like edge.

LEITAT IS COMMITTED TO  
FOSTERING A COMFORTABLE,  
INNOVATIVE, CREATIVE, AND  
MOTIVATING WORKPLACE.

**READY TO BE PART  
OF OUR TEAM?**