

## Training Opportunity for Portuguese Trainees

Reference	Title	Duty Station
PT-2017-TEC-ST	ESA Business Incubation Centre	ESTEC
<p><b>Overview of the unit's mission:</b></p> <p>The ESA's Technology Transfer Programme Office (TTPO) objective is to inspire and facilitate the use of space technology, systems and know-how for non-space applications.</p> <p>The TTPO aims at strengthening European industry by identifying new business opportunities for providers of space technology and systems. It plays an important role in enhancing the know-how and competitiveness of these providers while broadening their business horizons.</p> <p>To get businesses of the ground, TTPO has 5 lines of business:</p> <ul style="list-style-type: none"> <li>- INTELLECTUAL PROPERTY - Portfolio with 450 patents</li> <li>- TECHNOLOGY TRANSFER - Network of 14 Brokers, EEN Partnership</li> <li>- Idea competition and idea generation</li> <li>- BUSINESS INCUBATION CENTERS – 16 Centers (ESA BICssupporting 130 start-ups a year)</li> <li>- Support to finance</li> </ul>		
<p><b>Overview of the field of activity proposed:</b></p> <p>The TTPO is facing an acceleration in the growth of the ESA BICs/space solutions network. From 9 BICs at the end of 2014, we should reach at least 19 by the end of 2017.</p> <p>Beyond the necessity to manage the network itself, we also need to:</p> <ul style="list-style-type: none"> <li>- Connecting the ESA BIC start-ups in Europe and abroad to foster cooperation;</li> <li>- Support new spin-in opportunity coming from the ESA BICs</li> <li>- Supporting the cooperation of the ESA BICs and other space related networks;</li> <li>- Support the network communication and dissemination of information;</li> <li>- Support the coaching of start-ups;</li> <li>- Support the content creation of the Space Solution Web;</li> <li>- monitor the performances of the portfolio of start-ups and alumni to provide our stakeholders and decision makers, with KPIs and feedback, to maintain and foster this ESA BIC initiative, and start new projects in other countries as well as the Broker network;</li> <li>- Supporting the review of the performance of the ESA Broker network;</li> <li>- monitor the performances of the ESA BICs themselves, to provide the TTPO and its actors with KPIs, to better steer the network and entertain some competition between the BICs, with the objective to keep improving their offer to the start-ups as well as the TT cases;</li> <li>- to enhance the cross fertilization between incubatees and/or alumni within a given BIC and/or across the network, to provide the start-ups with new ideas of synergies and/or new products/services development;</li> <li>- Building up a new mentor network (retired ESA and Space industry staff) to support start-ups, alumnees and TT cases.</li> </ul> <p>The field of activity proposed will therefore encompass:</p> <ul style="list-style-type: none"> <li>- the support to the development of a impact report (BIC, TT and IP) together with the external partners</li> <li>- Support to a partner impact publication</li> <li>- the study of the products and services developed by the ESA BICs portfolio of start-ups to propose them any opportunities of synergies, including potential new business development.</li> </ul>		

**Required education:**

The post requires excellent analytical ability, good planning and organisational skills, and a proactive attitude towards solving problems.

**Candidates must know how to use Microsoft Office tools.**

Applicants should have just completed, or be in their final year of a University course at Masters Level (or equivalent) in a technical or scientific discipline, **as well as knowledge in business development.**

Applicants should have good interpersonal and communication skills and should be able to work in a multi-cultural environment, both independently and as part of a team.

Applicants must be fluent in English and/or French, the working languages of the Agency. A good proficiency in English is required.