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Ref. 14/2021

Code:

Project:

Area: Economic

Area leader: Sr.Jaume Marfà Sánchez

Group: Corporate Development & Technology Transfer

Group leader: Sr.Manel Sanmarti Cardona

R&D Energy Projects Developer

IREC is looking for an R&D Energy Projects/Business Developer. The professional will be integrated within the IREC's Corporate Development and Knowledge & Technology Transfer team taking responsibilities in development of R&D projects in the field of energy. In particular, tasks will include promotion of competitive projects at national and international level, promotion and negotiation of industrial contracts, definition and implementation of industrial collaboration alliances and relationships, participation in sectorial committees and platforms.

The professional must be highly skilled and have proven experience in scouting, promotion, preparation and writing of public R&D funding programs at European and national level. Capacity to work in a team, flexible, goals oriented, innovative, with initiative and problem solving skills would be valuable. High level of writing, communication and negotiation skills are mandatory.

Requirements:

Essential:

- University Degree in Science, Technology or Engineering
- Proven experience in the energy sector and technologies
- Proven experience in promotion of competitive R&D projects at national and international level
- Proven experience in research-industry collaboration projects and programs
- High proficiency in English language
- High proficiency in MS Office tools, especially Excel and Project, and CRM tools.

Advantageous:

- PhD in fields related to Energy
- Knowledge and/or experience on advanced materials for energy, renewable energies, smart grids, energy efficiency
- Experience at research or technology centers
- Experience in commercial activities, marketing, strategy, negotiation with clients
- Advanced experience in BBDD and/or CRM tools

- Training on marketing, sells, business administration, negotiation, strategy
- Proven knowledge of the Catalan and Spanish industrial energy sector

Personal Skills:

- Self-motivated and open-minded
- Good communication skills
- Team Worker.
- Results-oriented.
- Analytical and synthesis capabilities.
- Negotiation skills

Salary:

Salaries will be paid in accordance with the IREC's salary policy, depending on the candidate's qualification and professional experience.

Send applications by email directly to msanmarti@irec.cat indicate Energy Business Developer (ref 14/2021) in the subject including:

- A motivation letter with reasons for applying, relevant experience, qualifications and value proposition related to the vacancy
- Curriculum vitae with personal, academic and professional data.

Deadline for applications: 9 april 2021