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**Ref. 47/2021**

**Code:**

**Project: XRE4S**

**Area: Economic**

**Area leader: Sr.Jaume Marfà Sánchez**

**Group: Corporate Development & Technology Transfer**

**Group leader: Sr.Manel Sanmarti Cardona**

### **Junior energy business developer (XRE4S)**

IREC is looking for a junior energy business developer for the “Energy for Society” (XRE4S) Catalan R&D reference network. The professional will be integrated within the IREC’s Knowledge and Technology Transfer (KTT) team supporting the XRE4S manager in deploying the network activities program. The XRE4S network has the objective of clustering and promoting knowledge and technology transfer activities of Catalan research groups in the field of energy.

In particular, tasks will include promotion of technologies at national and international level, market prospection, elaboration of commercialization plans, support on business plan design, search of investors / licensees, definition and implementation of industrial collaboration alliances and relationships.

This professional must have experience in technology transfer activities and business development. Specialization on the energy sector will be a plus. The professional must be sales oriented and have marketing and negotiation skills. The candidate should have capacity to work in a team, flexibility and sense of innovation. Communicative, initiative and problem solving skills would be valuable.

### **Requirements:**

#### **Essential:**

- University Degree in Science, Engineering, Technology, Marketing, Sales or Business Administration
- Experience in business development and R&D relationship with industry in the energy sector
- Experience in commercial activities, marketing, strategy, negotiation with clients
- High proficiency in English language
- High proficiency in MS Office tools.

#### **Advantageous:**

- Deep understanding of energy sector and technologies
- Advanced experience in marketing/e-marketing, sales, BBDD and/or CRM tools

- Proven experience in scientific and technology research institutions in the field of energy (advanced materials for energy, renewable energies, smart grids, energy efficiency, etc.)
- PhD in Science, engineering and/or Technology related to energy
- Background in IP management, legal and/or KTT activities
- Experience in research-industry collaboration projects and programs
- Knowledge of the Catalan research system and energy research institutions
- 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 [ktt@irec.cat](mailto:ktt@irec.cat) indicate Junior Energy Business Developer (XRE4S, Ref.47/2021) 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: 30 September 2021

This position could be co-financed by the European Union through the European Regional Development Fund (FEDER) through different programs for the promotion and management of research networks in Catalonia.