



Position: EO Business Development Manager

Ref No.: ERA-SBDM-41

Category: Full-time or Part-time employment

Location: ERATOSTHENES Centre of Excellence, Limassol Cyprus

ERATOSTHENES CENTRE OF EXCELLENCE

ONE (1) POSITION OF EO BUSINESS DEVELOPMENT MANAGER

ERATOSTHENES Centre of Excellence (www.eratosthenes.org.cy) of Cyprus University of Technology (www.cut.ac.cy) invites applications for one (1) position of Earth Observation (EO) Business Development Manager. The position is open either on a full-time or part-time employment basis.

ERATOSTHENES Centre of Excellence is an autonomous Centre of Excellence with Cyprus University of Technology as its sole stakeholder, specialising in Earth observation, Space technology and geospatial analysis. Cyprus University of Technology has a 13 years of experience in Earth observation and geospatial analysis. Through the “EXCELSIOR” H2020 Teaming Project (<https://excelsior2020.eu/>), ERATOSTHENES CoE aspires to become a Digital Innovation Hub for Earth Observation and Geospatial Information by offering knowledge, responsible research, open innovation and application services capable of sustaining Cyprus’ development. ERATOSTHENES Centre of Excellence aspires to actively contribute to the European Research Area (ERA) priorities in Atmosphere and Climate, Resilient Societies and Big Earth Data Analytics, as well as to become the reference Earth Observation/Geoinformation Centre for research and innovation in the Eastern Mediterranean, Middle East and North Africa (EMMENA) region.

A core activity of ERATOSTHENES Centre of Excellence is to conduct high caliber, state-of-the-art research, both basic and applied. A central task is to acquire research funding for the Centre, to provide facilities to the researchers, and to support them to acquire funding for their research independently and via international and local collaborations. Collaborations with industrial partners are particularly encouraged and facilitated.

Appropriate measures of success will be collaboratively determined based on the Centre’s strategic growth plan and sustainability targets.

Description of the Position

The successful candidate will be responsible for co-ordinating the business activities of ERATOSTHENES Centre of Excellence, performed in the framework of expanding the pursuit of ERATOSTHENES plans to expand its business activities in the EMMENA region. The ideal candidate will have to manage the business development operations of the Centre, especially in the EO sector and be responsible for the incorporation and maintenance of successful business practices. The EO Business Development Manager will be responsible for helping the Centre to obtain a wider brand recognition and financial growth. The successful candidate will coordinate with the organisation's executives and other professionals to review current market trends in the areas of its operations, with special emphasis on EO, satellite data acquisition and space, proposing new business ideas towards improving revenue margins. The EO Business Development Manager will report directly to the External Affairs and Business Development Director.

Duties and Responsibilities

- Strategize, implement and oversee processes for increasing business relations with customers;
- Engage with local, regional and European government and industry bodies to raise the profile of ERATOSTHENES Centre of Excellence as a research-intensive and service institution and to engage them as partners and clients;
- Provide data analytics of sales, distributors, and partners to relevant management teams;
- Work with managerial staff of the Centre to develop long-term EO, satellite data acquisition and space business strategic initiatives;
- Review market trends, create and maintain an updated plan for forecasting, targeting, and attaining sales;
- Participate in the development of competitor analyses and pricing strategy;
- Support customer-facing operations, including sales, marketing, and public relations;
- Design operational programs that achieve organisational objectives;
- Establish relationships with relevant partners;
- Establish cost parameters and manage overall P&L for the organisation;
- Liaise with local and international organisations and networks (e.g., ESA, EUSPA, EUMETSAT, ISA and others) in supporting the above activities;
- Ensure a consistent approach for the delivery of educational activities;
- Lead the identification/selection of revenue opportunities as well as assist in the preparation of proposals for both commercial services and project funding (from EU, ESA, National Entities), to achieve the sustainability objective of ERATOSTHENES Centre of Excellence;
- Articulate the Centre's research and business agenda in close collaboration with its Executive Team;
- Take the leadership in the preparation, planning, and complete execution of advertising, promotion and sales activities;
- Maintain and expand relationships with existing and new associates/clients/partners. Liaise and interact with local and international private

and public companies, organisations and other potential customers of the Centre;

- Ensure that the relevant KPIs and other performance targets as set by the Centre's strategic plan are delivered;
- Any other relevant duties deemed useful and necessary.

Qualifications

- Bachelor Degree in the field of Engineering, Geosciences or related field;
- Postgraduate degree in Business Administration, Economics, Management or relevant field is required;
- Proven work experience of at least 3 years in business development, preferably in the East Mediterranean, Middle East, North Africa region;
- Proven understanding of Space and Earth observation markets and players in regions outside Europe would be a definitive asset, possibly documented in having related working experience. Previous experience in commercial Space business development and in coordination/preparation of proposals for commercial services and for project funding with EU, ESA, National Entities will be an advantage;
- Proven experience in contract negotiation and management with commercial clients, governments and international organisations including EU, ESA (e.g., earth Satellite Surveillance Ground Stations sales and support, R&D projects implementation etc.) is considered an advantage;
- Excellent communication, organisational and writing skills;
- Excellent problem solving and critical thinking skills;
- Excellent command of English; knowledge of Greek, Arabic or any other relevant language necessary for the position is considered an advantage.

Profile and Personal Attributes

- Passion for ERATOSTHENES Centre of Excellence mission;
- Ability to work effectively under pressure, to prioritise tasks and to schedule activities effectively;
- A motivated leader who thrives on creating and sustaining a climate of inclusion with partners and stakeholders, as well as promoting mutual trust;
- Innovative;
- Strong interpersonal skills and ability to build business relationships;
- Strong attention to detail, good organisation and planning skills;
- Trustworthy and committed with high integrity;
- Self-motivated to achieve targets;

The appointment will be for a period of two years (24 months) with the prospect of renewal for another two years. The annual gross salary for the (full-time) position will range from €24500 to €47396, depending on qualifications. It is noted that there is provision for 13th salary which is proportionally incorporated in the monthly remuneration.

Interested candidates must submit their application comprising of all

documents listed below via email to vacancies@eratosthenes.org.cy, entering in the subject line: “***Application for Space Business Development Manager - ERA-SBDM-41***” **no later than Friday 21 April 2023 at 14.00 CYPRUS TIME, which is the deadline for the submission of the applications.**

1. A cover letter in English clearly specifying availability date for full time employment;
2. Scanned or electronic copies of degree certificates and relevant qualifications. True copies of the originals will be requested for the shortlisted candidates;
3. Detailed *Curriculum Vitae* (including contact details);
4. Full contact details of three referees (including their postal and email address). For the shortlisted candidates, the referees may be asked to submit Letters of Reference.

If you have previously applied for any position at ERATOSTHENES Centre of Excellence, a new application is required.

For further information visit ERATOSTHENES Centre of Excellence webpage at <http://www.eratosthenes.org.cy>

It is noted that:

- For non-EU applicants a work permit will be required;
- Applications will be treated in strict confidence. All information provided will be processed in accordance with the General Data Protection Regulation (GDPR) of the European Union. Personal data shall thus be processed solely for the purpose of the selection procedure.
- The job requires that the Employee is physically present at the Centre’s premises in Limassol;
- ERATOSTHENES Centre of Excellence is an equal opportunity employer;
- ERATOSTHENES Centre of Excellence does not discriminate in any way on the basis of gender, religion or belief, ethnic, national or social origin, age, physical ability, marital status and sexual orientation.
- The title of the position may be modified.



This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 857510



This project has received funding from the Government of the Republic of Cyprus through the Directorate General of the European’s Programmes, Coordination and Development