



Position: Liaison Officer

Ref No.: ERA-LO-67

Category: Full-time or Part-time employment

Location: ERATOSTHENES Centre of Excellence, Limassol Cyprus

ERATOSTHENES CENTRE OF EXCELLENCE

ONE (1) POSITION OF LIAISON OFFICER

ERATOSTHENES Centre of Excellence (www.eratosthenes.org.cy) of Cyprus University of Technology (www.cut.ac.cy) invites applications for one (1) position of Liaison Officer. 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 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 play a crucial role in supporting and coordinating the liaison office activities of the ERATOSTHENES Centre of Excellence & Excelsior Project. This will involve contributing to the Centre's strategic initiatives to expand its business footprint in the EMMENA region. The successful candidate will be instrumental in aiding the Centre's business development efforts, continuously improving the business plan and the integration and upkeep of effective business practices, strategies, and models, and promoting the applications of ECoE Technology. A key responsibility will include aiding the Centre in enhancing its brand presence and fiscal growth. In this role, the officer will collaborate closely with the Centre's management and other experts to analyse prevailing market trends, mainly focusing on Earth Observation, satellite data acquisition, and space technology, to develop new business approaches to augment profit margins. The liaison officer will be responsible also for supporting all the activities and provide the links with the research organisations/ centres/universities, the Governmental Departments, organisations and industry and the Societal Organisations.

Duties and Responsibilities

- **Engagement with Industrial Actors:** The officer will deeply engage with industry partners to understand their needs, explore collaboration opportunities in the EO domain, and promote the Centre's research and business agenda with the Executive Team.
- **Co-Design and Development:** Collaborating closely with partners and internal teams, the officer will co-design and co-develop EO-based solutions aligned with market demands and technological advancements, supporting the Centre's strategic initiatives in EO, satellite data acquisition, and space.
- **Commercialisation and Promotion:** Tasked with driving the commercialisation of new products and services, the officer will develop strategies to promote these offerings within the industry and assist in developing business strategies and models for ECoE Technology applications.
- **Meeting Coordination:** The officer will organise physical and online meetings with current and potential industrial partners, fostering strong relationships and collaborative projects and supporting customer-facing operations, including sales, marketing, and public relations.
- **Gathering and analyzing information:** Liaison officer may be responsible for collecting and analyzing data from various sources in order to understand the needs and goals of the organizations.
- **MOU Preparatory Activities:** Leading the preparation for signing Memoranda of Understanding with new partners, the officer ensures alignment with organisational goals and compliance with legal standards while liaising and interacting with local and international private and public companies and organisations.
- **Partner Identification:** The officer will identify and engage with new key partners for tenders, projects, and services, expanding the network, enhancing market presence, and engaging with local, regional, and European government and industry bodies to raise the Centre's profile.

- **Event Participation:** Representing the organisation in various industry events, workshops, and seminars, the officer will leverage these platforms to network, share insights, and stay abreast of industry trends while maintaining and expanding relationships with existing and new associates, clients, and partners.
- **Support actions:** Supporting all the activities and provide the links with the research organisations/ centres/universities, the Governmental Departments, organisations and industry and the Societal Organisations

The Liaison Officer will play a crucial role in promoting the Centre's research and business agenda, expanding relationships with a diverse range of stakeholders, including ESA, EUSPA, EUMETSAT, ISA, and others. The selected candidate will also engage with local, regional, and European government and industry bodies to elevate the ERATOSTHENES Centre of Excellence as a leading research-intensive and service institution.

Qualifications

- Bachelor's degree in the field of, Business, Computer Science, Geosciences, Earth Sciences, Space Technology, or a related field.
- Postgraduate degree in Business Administration, Management, or a relevant field is required.
- PhD in Earth Observation, Geoinformation, or a related advanced field is highly desirable, reflecting specialized knowledge and research capability.
- Proven work experience of more than 10 years in a managerial role, preferably in sectors like Earth observation, space technology, geospatial analysis, or computational sciences, with a focus on the East Mediterranean, Middle East, North Africa region.
- Proven understanding of Space and Earth observation markets, including computational aspects and technological players in regions outside Europe, would be a definitive asset, possibly documented in having related working experience.
- Previous experience in coordination/preparation of proposals for commercial services and for project funding with EU, ESA, National Entities, especially in fields combining computational science with Earth observation and space technology, will be an advantage.
- Proven experience in contract negotiation and management with commercial clients, governments, and international organisations including EU, ESA in areas such as Earth Satellite Surveillance, Ground Stations sales and support, and R&D projects implementation in geospatial, space technology, and computer science sectors is considered an advantage.
- Excellent communication, organisational, and writing skills, with a strong ability to articulate complex scientific and computational concepts.
- Excellent problem-solving and critical thinking skills, with a particular emphasis on computational challenges and innovation in Earth Observation and Geospatial Information.
- Excellent command of English; knowledge of Greek or any other relevant language necessary for the position is considered an advantage, particularly

in relation to the Centre's focus on the Eastern Mediterranean, Middle East, and North Africa regions.

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 organisational 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 €53258 to €65870 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 Industry Liaison Officer Ref No.: ERA-LO-67" no later than Thursday 18 January 2024 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