

EXPERIENCED PARTNERSHIP OFFICER (M/F)

Permanent contract | Full-time/40h | Belvaux

Context

As part of a Research and Technology Organization (RTO), the work of the Environmental Research and Innovation (ERIN) Department tackles some of the major environmental challenges our society is facing today, such as climate change mitigation, ecosystem resilience, sustainable energy systems, the efficient use of renewable resources, and environmental pollution prevention and control. To this end, the mission of the ERIN department is:

- (1) to conduct impact-driven scientific research and development, as well as technological innovation,
- (2) to support companies in the implementation of new environmental regulations and advise governments on determining sustainable policies for the future with the objectives of:
 - analysing, managing and exploiting sustainable resources (water, air, soil, renewable energy, bioresources)
 - reducing the environmental impact of human consumption and production activities

Description

The selected candidate will join the Partnership Development Team of the ERIN Department of the Luxembourg Institute of Science and Technology (LIST), reporting directly to the ERIN director. She/he will support the Department's senior management and RDI units/groups in terms of identification and concretization of business/partnership opportunities and market intelligence and watch, key account management, and the valorization and transfer of ERIN assets, as well as communication/representation with a focus on environmental technologies. The Partnership Officer may co-manage industrial projects.

Identification and implementation of business/partnership opportunities

- Identify, develop and close new agreements covering ERIN's domains, with partners from the private and public sector
- Actively participate in the negotiation of contracts and agreements. This involves collaborating closely with researchers and the Legal Department in the contract-drafting phase
- Initiate and follow up the development of a partnership and collaboration strategy together with the Department's senior management and research units
- Support projects in all phases of the partnering process
- Manage the Department's partner portfolio: create momentum with potential partners and consolidate good relationships with existing ones
- Work on partner follow-up activities and participate in the management of key accounts
- Develop a screening strategy for business deal or partnership opportunities
- Prepare and deliver presentations to prospects and clients

Market intelligence and watch

- Research and find out about prospect and client industries, and trends to estimate needs and goals
- Ensure technology watch

Job reference: ERIN-2019-054

Application file:

- A CV
- A motivation letter

Apply online: [ERIN-Job offer](#)

Your working environment

The research department

LIST's Environmental Research and Innovation (ERIN) research department comprises more than 180 life, environmental and IT scientists and engineers across four research units. These units bring together the necessary interdisciplinary knowledge and skills to tackle the major environmental challenges our society is facing today, including climate change mitigation, ecosystem resilience, sustainable energy systems, efficient use of renewable resources, and environmental pollution prevention and control.

> [LIST.lu/ERIN](https://www.list.lu/ERIN)



Manage industrial and knowledge transfer projects including project-funding applications

Networking and representation

- Represent the RDI department
- Initiate and contribute to the networking events and actions of the department
- Establish a strong external network, at the national and international level

Dissemination, valorization and transfer

- Support RDI staff in the dissemination of RDI outputs to the market (licensing, selling, spin-off, etc.)
- Support RDI staff in the creation of spin-offs

Training

- Provide general support, guidance and training to researchers for their interactions with customers
- Keep abreast of RDI domains, project content and innovation developed in the ERIN department, as well as the strategies of other RTOs/R&D institutions
- Keep informed about competitors, industry, societal and technology trends
- Maximize participation in Department events
- Update job knowledge by participating in educational opportunities, reading professional publications, maintaining personal networks, participating in the activities of professional organizations

Profile

Education

- Master's or PhD degree in a scientific, technological or engineering field relevant to environmental technologies
- Master's degree in Business Administration (MBA) is desirable but not mandatory

Required seniority

- Proven experience in the broader sector of environmental technologies with direct experience in partnership and business development
- Track record in the development of industry collaborations
- Experience in working with IP protection, IP rights law and IP policy
- Expertise in licencing and negotiating (Technological Transfer)
- Past experience in a Research and Technology Organization is considered an asset
- Entrepreneurial experience or track record in launching new businesses (launching own projects or helping others) is considered as an asset

Competencies

- Be results-oriented: achieve concrete results, involving a range of different colleagues from researchers to management and administrative staff
- Be a self-starter that is well organized, efficient with excellent time management skills and capable of managing multiple projects simultaneously
- Demonstrate business responsiveness and a strong experience in the management of partnerships and marketing in a public research or industrial research environment
- Have a strongly developed and active national/international professional network in the industry market
- Have the capacity to forge strong relationships, build trust with clients, drive value, and develop lasting business partnerships
- Be motivated in working in a customer-oriented technological research organization

The Luxembourg Institute of Science and Technology (LIST) is a mission-driven Research and Technology Organisation (RTO) that develops advanced technologies and delivers innovative products and services to industry and society. Located at the heart of Luxembourg's vibrant Research and Innovation Campus in Esch-Belval, LIST can ideally connect its over 500 specialists in materials, the environment and IT with virtually all of Luxembourg's other main research players such as the University of Luxembourg, LIH, LISER, Technoport, Luxinnovation and the National Research Fund. LIST.lu

The LIST is committed with equality of opportunities and gender balance

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LUXEMBOURG
INSTITUTE OF SCIENCE
AND TECHNOLOGY



Language

- Excellent command of English
- Excellent knowledge of German and French is considered as a strong asset

Contact

Candidates interested in the above position can apply online on our website www.list.lu
The application file should include:

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- A motivation letter

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