Vacancy: Senior Business Developer at the department of Electronics and Informatics of the Vrije Universiteit Brussel.

INTRODUCTION

The Department of Electronics and Informatics - ETRO, was established in 1971 and is part of the Faculty of Engineering Sciences of the Vrije Universiteit Brussel – VUB. ETRO as key industrial research pole - creator of five spin-off companies - and group of excellence in Strategic and Industrial Research, aims to make sense of audio, video, hyper dimensional signals and sensors for various sectors and to deliver unique value through a multi-disciplinary engineering approach. The multidisciplinary research group of more than 100 people gets inspired by unexplored engineering bottlenecks at the interface of various application domains: health care, biotech and food industry, media, surveillance, security, public safety, remote sensing, telecommunications, creative industries... Staying ahead of obvious R&D tendencies in demand-driven research, fundamental research is oriented towards creating disruptive innovation in the knowledge society.

RESPONSABILITIES AND KEY TASKS

The main tasks of the Senior Business Developer are to improve ETRO’s “market” position, achieve industrial and EU-project income growth for ETRO-VUB and develop a business minded vision for the long-term organizational strategic goals of ETRO. This will be achieved by the following activities:

**Internally:**
- Manage the internal industrial research project agenda, including the reporting aspects;
- Regular intensive cooperation with ETRO’s senior staff
- Organize brainstorm meetings for application exploration within ETRO
- Manage the ETRO’s portfolio of project topics for prospection and networking purposes
- Contribute to project application development process, including budgeting, market and business aspects
- Contribute to the management of the execution of industrial projects

**Externally:**
- Strong interaction with ETRO’s main strategic partners
- Maintains extensive market knowledge of the different application domains
- Prospection of industrial partners at national and international level
- Responsible for key industrial partner relationships
- Identification of business opportunities and closing business deals

PROFILE

- Know-how in the broad field of ETRO’s strategic activities: making sense of hyper-dimensional data
- Networking, persuasion skills
- Industrial collaboration driven
- Analytical thinking, quick learner, creative and problem-solving attitude
- Ability to think independently and work in a team
- Excellent oral communication & presentation skills:
- Excellent drafting / writing skills in English
REQUIREMENTS

- At least 5 years of professional experience in business development and in the field of European Cooperation programs (Horizon 2020, FP7, ...)
- High level Project development experience
- Knowledge of Dutch is a strong advantage
- To travel regularly
- Technical know-how in the broad field of sensing and data processing

OUR OFFER

The Vrije Universiteit Brussel has been a leading player in the Flemish Higher Education landscape for 40 years. The University numbers 12,000 students and together with its hospital - UZ Brussel – employs more than 6000 people. The Vrije Universiteit Brussel is the largest Dutch speaking employer in the capital. As an employee of the Vrije Universiteit Brussel your days will be spent in a dynamic, diverse and multilingual environment. Both our campuses are set within green oases on the outskirts of the centre of the capital of Flanders, Belgium and Europe. This centre, with all its opportunities, is within your reach by public transport in under half an hour. Depending on your experience and academic merits you will receive a salary on one of the pay scales laid down by the government. Hospitalization cover and free use of public transport for travel to and from work are standard conditions of employment. If you would rather cycle to work, compensation is also available for that. Both campuses have extensive sporting facilities which are at your disposal and a nursery is within walking distance.

APPLY

All applications must at least include the following attachments:

- Curriculum Vitae
- Motivation letter

Contact person: Prof. Johan Stiens

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