

	<b>BUSINESS DEVELOPMENT MANAGER IN CARBON CAPTURE AND UTILISATION</b>	www.leitat.org
		¿TE UNES?
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Are you interested in being part of a technological center of excellence where you can contribute and add technological value to companies and institutions, focusing on research, development and industrial innovation (R+D+2i)? Do you want to work in a leading environment with all the technological innovations within your reach?

Leitat is a technological center of reference at national and European level. With more than 100 years of history, it has a team of more than 400 professionals, experts in applied research, technical services and management of technological and innovation initiatives. Leitat provides social, industrial, economic and sustainable value, offering integral solutions in multiple sectors and fields: health and biomedicine, development of new materials, eco-sustainable production, occupational health prevention systems, waste revaluation and use of natural resources; interconnectivity and digitalization of industry, green energy and maximization of energy efficiency. Leitat develops R+D+i projects for companies and institutions, as well as leads research projects with competitive funding both within the framework of the European Union and the Ministry of Science and Innovation.

We are currently looking for a **Business Development Manager in Carbon Capture and Utilisation**, your main functions will be:

Business development, networking, and proposal writing:

- Definition of the strategy and priorities of Leitat within a specific area and promotion of Leitat's capacities and activities in the carbon capture and utilisation sector.
- Establish and maintain strong relationships with key players.
- Represent Leitat in European platforms and other thematic and strategic events and conferences.
- Analysis of Work Programs, topics, EC documents, regulations, technology platform documents and research agendas.
- Organisation and leadership of brainstorming and concept development.
- Partner search, consortium building and ensuring the quality of submitted proposal.
- Organisation and leadership of proposal preparation meetings.
- Writing and leadership of proposals, including the definition of roles allocated to people involved and setting schedule and deadlines.
- Internal evaluation of proposals.
- Drafting proposal budgets according to EC requirements and funding rules.
- Submission of proposals to the funding bodies.

**Education:** M.Sc. in Material, chemical or electrochemical Science, Chemical or biochemical engineering, or similar. PhD will be viewed favourably.

**Languages:**

Advanced English level is a must. Spanish or other EU languages will be positively evaluated.

**Experience:**

- Candidates must have at least 3 years of proven experience in a material research, process technology, or industry environment, with a strong background in public funding.
- Experience and knowledge of relevant markets and European industrial ecosystems, including a strong network, will be a plus.
- Knowledge of EU funding programmes (e.g. Cluster 5, EIC).

- Proven experience in successful writing, submission, and management of EU proposals/bids.
- Proven experience in coordinating H2020 and/or Horizon Europe proposals/bids will be viewed favourably.
- Experience in sourcing relevant market data for developing and managing proposal submissions from concept to implementation with major focus on market exploitation.
- Understanding of the administrative and financial rules (mainly for Horizon Europe).
- Knowledge on technology transfer and commercialization as well as international experience will be positively evaluated.

### **Competencies and abilities:**

- Demonstrably high levels of accuracy.
- Excellent interpersonal and communication skills.
- Proven ability to work under pressure and tight deadlines.
- Ability to work independently and in teams.
- High motivation and discipline.
- Excellent writing skills to build high quality proposals.
- Strong expertise in writing non-technical sections including innovation potential, impact, exploitation strategies with feasible business cases and implementation aspects.
- Networking.

### **What is it like to work at LEITAT?**

You will be located at the headquarters in Barcelona and will work in an attractive environment, being part of a unique innovation ecosystem with cutting-edge technologies and highly equipped laboratories. We offer flexible working hours so that you can reconcile your personal life and your professional development. In addition, you will enjoy subsidized catering in our centers, medical insurance and you will have a permanent contract with a salary commensurate with your experience, training and development. We are proud to offer these types of benefits that support the goals and well-being of our team members.

We also support equal opportunities and diversity - we strive every day to be a more inclusive workplace adapted to all groups!

If you are a person with excellent interpersonal and communication skills, with a high capacity to achieve your goals within the established deadlines and able to work independently and as part of a team, do not hesitate, sign up for our offer.

**We would love to hear from you!**

**At LEITAT we look forward to meeting you!**



[www.leitat.org](http://www.leitat.org)

[seleccion@leitat.org](mailto:seleccion@leitat.org)



**LEITAT IS COMMITTED TO  
FOSTERING A COMFORTABLE,  
INNOVATIVE, CREATIVE, AND  
MOTIVATING WORKPLACE.**

**READY TO BE PART  
OF OUR TEAM?**

LEITAT