



**Position:** Technology applications and IPR business development and commercialization officer  
**Ref No.:** ERA-INECOE-74  
**Category:** Full-time or part-time  
**Location:** ERATOSTHENES Centre of Excellence, Limassol Cyprus

The ERATOSTHENES Centre of Excellence ([www.eratosthenes.org.cy](http://www.eratosthenes.org.cy)) of Cyprus University of Technology ([www.cut.ac.cy](http://www.cut.ac.cy)) invites applications for one (1) Technology applications and IPR business development and commercialization officer to join its fast-growing team of passionate and enthusiastic professionals. This position is open on part-time of full-time (100%) 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-year experience in earth observations and geospatial analysis. Through the “EXCELSIOR” H2020 Teaming Project (<https://excelsior2020.eu/>), ERATOSTHENES Centre of Excellence 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. These will be revised periodically by the Executive Committee and the Board of Directors.

## **Description of the Position**

The successful candidate will be responsible for research and feasibility studies for the marketability of the Eratosthenes Center of excellence technologies and intellectual property. The work includes performing local and international market and competitor analysis for the commercialization of the technology applications and IPR of the Eratosthenes Center of Excellence. This includes the development of business plans and pursuing international strategic partners and customers. The candidate will work closely with the Director of the Office of Innovation and Technology Transfer and other employees of ECoE.

## **Duties and Responsibilities**

- Work with the Director and staff of InECoE on the development of the strategy of commercialization of the ECoE Technology
- Work with the cluster leaders in the development of ECoE IPR and Technology applications
- Work with the Office of the Business Development Director for the coordination and integration of IPR and Technology applications in the center's general business plan.
- Assist in other business plan development efforts of ECoE whenever necessary
- Any other relevant/related duties deemed necessary.

## **Qualifications, Experience and Skills**

- Bachelor Degree in the fields of Business, Engineering, Geosciences or other related field;
- Postgraduate degree in Business Administration, Economics, Management, Engineering 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 experience of performing market analyses and writing business plans is required;
- Previous experience in commercial business development and in coordination/preparation of proposals for commercial services will be an advantage;
- Proven experience in contract negotiation and management with commercial clients, governments and international organisations including EU is considered an advantage;
- Excellent communication, organisational and writing skills is required;
- Excellent problem solving and critical thinking skills is required;

The appointment will be for a period of one year (24 months) with the prospect of renewal for another one year. All appointments are subject to completion of a probation period of six (6) months.

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 13<sup>th</sup> 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](mailto:vacancies@eratosthenes.org.cy), entering in the subject line: **“Application for Technology applications and IPR business development and commercialization officer ERA-INECOE-74”, not later than Tuesday 13 February 2024 at 14.00 CYPRUS TIME, which is the deadline for the submission of the applications.**

1. Cover letter clearly specifying availability date for full time or part-time employment.
2. Detailed *Curriculum Vitae* (including contact details) in English;
3. List of publications in English;
4. Scanned or electronic copies of degree certificates and relevant qualifications. True copies of the originals will be requested for the shortlisted candidates;
5. Full contact details (including postal and email addresses) of three referees. For the shortlisted candidates, their referees will 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.

Review of applications will begin immediately after the above deadline and all applicants will be notified accordingly.

For general inquiries, applicants may contact the ERATOSTHENES Centre of Excellence, at [vacancies@eratosthenes.org.cy](mailto:vacancies@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 comply with the General Data Protection Regulation (GDPR) of the European Union;
- The job requires that the Researcher is physically present at the Centre’s premises and preferably becomes a resident in the area of employment;
- 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