

The Fraunhofer Research Foundation offers a new position at its Center in Chile:

For our division “Business Development” we are looking for:

**“Business Developer Specialist with sales experience”
Fraunhofer Chile Research - Center for Solar Energy Technology (CSET),
Santiago, Chile**

What we expect from you

Education:

You have successfully completed a degree in Science, Commercial Engineering or equivalent education, and a background in Business Development for innovations or research companies. Having MSc or PhD will be positively evaluated. Within the field of PV you have a thorough experience in experimental characterization and quality assessment as well as some knowledge of material properties, system design and simulation. Knowledge in soiling mechanisms will also be an asset.

Work experience:

We are looking for a professional with knowledge of business development and research. You should have experience in the field of project technological evaluation and business models structure, as well as commercialization management of our advanced services portfolio, generation of research contracts and are a perfect networker.

Previous experiences in research, consulting and development with focus on mining, energy and/or Agro Industry are a plus.

Competences:

Ability to negotiate contracts with different kind of customers and work independently with a high level of commitment. Therefore, you should have organizational skills, creativity, initiative, flexibility, leadership and excellent communication and presentation skills. Enthusiastic about applied research, solar energy topics and new ideas, and interested in working in an interdisciplinary team.

The working languages are Spanish and English.

Reporting:

You will be reporting to the Head of Business Development and will work together with the other business area managers that will be giving technical input.

What you can expect from us

Fraunhofer is giving you an exciting work environment bridging the areas of applied research and industrial demand. We are focusing on providing innovative and high-quality solutions and advanced research services in order to support Chile’s development towards a solar economy. You will work in a motivated and excellent team in the Angelini Innovation Center on Campus San Joaquin of the Catholic University. You will have contact to our international partners, especially to colleagues in Fraunhofer ISE, Germany, and to cooperating research groups in Chile.

The research efforts of Fraunhofer are geared entirely towards people’s needs: health, security, communication, energy and the environment. As a result, the work undertaken by our researchers and developers has a significant impact on people’s lives. We are creative. We shape technology. We design products. We improve methods and techniques. We open up new vistas.

Benefits:

Complementary health insurance (free of charge), Administrative day, Performance based Annual Bonus, Great work environment.

Starting date: March 2019 or later

Apply at:

Fraunhofer Chile Research FCR-CSET,
Centro de Innovacion UC Anacleto Angelini, Piso 3, Vicuña Mackenna 4860, Macul, Santiago, Chile,
Blas Diaz, E-Mail: blas.diaz@fraunhofer.cl with the subject "Business Developer for Solar Energy"