

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

## **Business Development Specialist Center for Solar Energy Technology (CSET), Santiago, Chile**

### **Job description:**

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. That needs excellent contact and communication to existing and potentially new industrial partners. You work in a motivated and excellent team on market and business development issues in the Angelini Innovation Center on Campus San Joaquin of the Catholic University.

### **Position requirements:**

#### **Education:**

Electrical or Industrial Engineer (BSc, MSc, MBA) or equivalent education with background in energy markets and energy economics.

#### **Work experience:**

You have experience working for external and internal customers in the fields of energy markets or sales of specialized technical equipment, scientific instruments and R&D services. For example you might have worked as consultant in a larger engineering company or as energy efficiency /innovation manager in an energy consuming industry. You have some experience in the field of project management and an understanding of the principles of solar systems. You are familiar with comparing the investment in different technical equipment and the economical considerations associated with that. It would be very advantageous if you have already worked with industry in contract research, offering R&D services to external customers.

#### **Competences:**

Your strengths include the ability to communicate as well with researchers and engineers as with industrial decision makers and investors. You are able to negotiate contracts with industrial customers, work self-motivated and with a high level of commitment. Therefore you should have organizational skills, creativity, flexibility and excellent communication skills. You are enthusiastic about applied research, renewable energies and new ideas and are interested in working in an interdisciplinary team. The working languages are Spanish and English.

#### **Responsibilities:**

To trigger projects and activities leading to industrially relevant research. There is a strong need for reliable bidirectional communication with all teams in our Center, because it is important to match industrial needs and our competences. You should therefore

- systematically organize market information which allows the researchers to identify of potential business opportunities
- analyse of industrial sectors, compilation of information on energetical indicators and demands, necessary technological innovations and other information relevant

- realize economical analysis and financing options, with an emphasis in project developments in renewable energies
- organize and conduct meetings with industries, associations or other potential customers with the objective to show the activities and possibilities of the Center
- prepare proposals and offers and accompanying documents like non-disclosure agreements with support of Fraunhofer administration
- prepare and contribute to project reporting for industrial and public projects
- assess the economic viability of potential solutions
- have an overview over commercial products and new developments

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.

**Starting date:** January 1, 2017 or earlier

**Apply at:**

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