

Barcelona Digital is a technology center that promotes R&D in the Information and Communication Technologies (ICT), by supporting new applications of these technologies in diverse sectors including health, mobility and security, with a particular interest in promoting the transfer of technology.

The center participates in multidisciplinary cooperative R&D projects, working closely with other technology centers, enterprises, universities and national and international research centers.

To develop the business plan, Barcelona Digital searches **3 Business Managers** responsible of promoting the clients portfolio and projects in the areas of the Centre (**health, mobility and security**).

If you are interested, please send your CV to rrhh@bdigital.org specifying the corresponding Reference:

- GES. NEG Salut
- GES. NEG Mobilitat
- GES. NEG Seguretat

Required profile of the candidate

The Business Manager shall have sufficient technical capacity to understand the research lines and projects carried out in the Centre, the ability to view their applications on market and the ability to move to the companies in the framework of this commercial activity. For this purpose, is considered essential a minimum of three years of experience in business or industrial environments, making product development and/or technology development.

He must have dialogue capacity at the level of technical addresses, of R&D, and/or Innovation companies and objective entities, communicate capacity and ability to realize oral presentations.

He must to prepare and drafting proposals for competitive contests and private offerings in a collaborative environment with technical and administrative officials of Barcelona Digital, ensuring the technical and economic quality. For this purpose, shall be evaluated the participation in the proposals preparation of R&D public calls or national and international tenders.

He must have ability to negotiate, independent management of their time and teamwork capacity in a highly specialized technological environment.

Responsibilities

Developing their functions, the Business Manager will depend of the head of Business Development and will work with the assigned area head and this technical equipment. The business manager will responsible of:

- Execute the commercial plan of the assigned area, reaching the objectives in gain new customers, offers presentation and business dates.
- Maintenance of clients portfolio and products in the assigned area.
- Guaranties the quality technical and economic of the proposals/offers.
- Contribute to the continuous updating of the business plan and strategic plan of the Centre in the technological areas of its competence.

- **Education**

- Superior Engineer of Telecommunications, Telematics, Electronics, Computer Science or Degree.
- Will be valued formation in business management, negotiation, MBA or similar.

- **Experience**

- Minimum three years experience of technological development or product in the ICT sector in an industrial environment.
- Preparation of proposals and open functional, economic and technical.
- Segmentation, prospecting and opening up new markets in the ICT user or ICT sector.
- Identification and development of business opportunities.
- High levels negotiation and business opportunities concretion.

- **Skills**

- Relationship and oral and written communication skills.
- Client Orientation.
- Results orientation.
- Self-management and self-organization.
- Teamwork.
- Analytical capacity.
- Ability to work in international environments in English.