



Business Manager/Developer [MSc/BSc (m/f)]

Ref: CITIN-2023-PAT-TECH-P16-MS/LIC

CiTIn is a private and non-profit scientific, technological, and technical assistance association dedicated to the development of **Applied R&D**, **Technology Transfer**, and **Advanced Training**, aiming at advancing Industry towards the 5.0 revolution. CiTin resulted from the joint collaboration of 12 private industrial companies, 2 public entities (CIM Alto Minho, CMAV), 2 private institutions of public interests (CEVAL, In.Cubo), and 1 higher education institution (IPVC). CiTin plans to make companies aware of the problems that hinder their growth and the continuous improvement of their processes, and act as an innovation driver by fostering the development of their competencies towards the Industry 5.0 paradigm, where humans and machines harmoniously cooperate to build the factory of the future. CiTin has been recognized by dispatch [n.º12688/2022](#) of November 2, 2022 issued by the Ministry of Economy and the Sea, as a Technology and Innovation Center (CTI) and will develop R&D activities in three areas of specialization, which aim to respond to the future challenges of the manufacturing industry:

1. Advanced Production Systems

- 1.1. Automation/Mechatronics
- 1.2. Robotics
- 1.3. Human-Machine Interaction
- 1.4. Flexible Manufacturing Systems

2. Cyber-Physical Systems

- 2.1. Information Systems
- 2.2. Big Data e IoT
- 2.3. Embedded Systems
- 2.4. Artificial Intelligence

3. Indústria da Mobilidade e Ambiente

- 3.1. Automotive component production
- 3.2. Development of new materials
- 3.3. Circular economy
- 3.4. Eco innovation

Job Description

- Create, implement, and manage processes and policies to foster business development;
- Develop and manage strategic partnerships for business development.
- Prepare and perform presentations to prospect new business opportunities;
- Research, identify and approach new potential customers;
- Foster, develop and maintain a good relationship with customers;
- Budgeting for specialized technical services, negotiating contract terms with customers, and communicating with all the stakeholders;
- Carry out continuous market research and adopt benchmarking techniques to define pricing policies;
- Watch, gather insights, and report on emerging technologies and new business areas;
- Monitor the execution of the services provided in order to guarantee that the contracts are executed as agreed;
- The Business Developer reports to the Director-General.

Job Profile

The candidates should present solid and proven experience in **intelligence/technological surveillance** and **business management and development**, in order to develop CiTin's business areas in the context of its mission.

The ideal candidate has the following profile:

- M.Sc. degree ([Level 7 QEQ](#)) or B.Sc. degree ([Level 6 QEQ](#)), in **Electrical and Computer Engineering, Informatics Engineering, Industrial Engineering and Management**, or similar;
- Proven experience in designing and implementing business development strategies;
- Experience in business development for international markets;
- Experience in identifying new markets and customer needs;
- Ability to communicate and work with technical teams to meet customer needs;
- Advanced analytical skills and abilities to identify trends and identify mechanisms to increase sales performance;
- Analytical, persevering and resilient mind;
- Ability to work autonomously;
- Excellent presentation and oral communication skills;
- Good interpersonal skills, communication skills, sense of responsibility and proactive performance in the work context;
- Fluent in English (mandatory).

It is an actor that strives for innovation, so it will be essential to have a resilient, dynamic, proactive, and ambitious spirit.

Advantages

- A good opportunity for your professional development;
- We offer remuneration based on the submitted CV.

CV's should be sent by email to recrutamento@citin.pt with the reference of this announcement in the subject field.

+ info: <http://www.citin.pt>

Funded by:

