



Reference: ASc- Business development & Marketing manager (BDM)

Job summary

The collaborative laboratory Associação AlmaScience - Investigação e Desenvolvimento em Celulose para Aplicações Inteligentes e Sustentáveis (CoLAB AlmaScience), funded by the Lisbon 2020 Operational Program, in the Competitiveness and Employment thematic area, through the European Social Fund (ESF), LISBOA-05-3559-FSE-000007, has opened up to one job position for the role of **Business development & Marketing manager**.

Envisioned as a bridge to connect – on one side – a set of science producers with outstanding track record at European level in the fields of Advanced functional materials and pioneers in promoting the area of Transparent Electronics and paper electronics and – on the other side – major paper and pulp developers and producers and a set of its end-users willing to revolutionize their market approach, CoLAB AlmaScience aims to establish in Portugal an integrated and innovative sustainable smart paper-based platform able to serve multi-sectors with fully recyclable product-ranges, capturing the needs associated with the Internet of Things (IoT).

In close contact with the academic and the industry associates, and within a multidisciplinary scientific environment, integrated in project teams the candidate will conduct R&D activities in the field of paper for electronics, besides other scientific and management activities better described in the candidate profile and main attributions sections below.

Type of contract and applicable legislation

The hiring of the **Business development & Marketing manager** shall be made in accordance with the Portuguese Labour Code. The contract should begin no later than march 2021.

Candidate profile / admission requirements

Profile:

- The candidate must have a degree in management, economics or engineering, preferably with an MBA;
- Experience in the management of programs, projects and teams;
- Experience in building/promoting business plans and partnerships with industry
- Good science and technology communicator
- Proactive problem solver;
- Multidisciplinary vocation;
- Highly organized and structured;
- Good communication and interpersonal skills;
- Fluency in English.

Candidates with a foreign degree or diploma must provide proof of recognition of the degree in accordance with Decree-Law No. 66/2018. Any candidate without recognition of the grade(s) will not be admitted to evaluation

Main attributions

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- Design and implementation of marketing and business development plans
- Client account management.
- Partnerships development.
- Prospecting and identification of new R & DI opportunities and support to clients in scale-up processes (in close alignment with the scientific area).
- Business reporting to the AlmaScience Administration board.
- Promote, prepare and participate in national and international Business Development events.

The **Business development & Marketing manager** shall fully devote the whole of his/her professional activity to AlmaScience, on an exclusive basis.

Place of work

The **Business development & Marketing manager** working place shall be at the premises AlmaScience located in Faculty of Science and Technology of NOVA University of Lisbon and he/she shall travel, in Portugal or abroad, as required by his/her attributions or as necessary for his/her activity.

Reference remuneration statue

The reference remuneration statue for this position at the CoLAB AlmaScience will be adjusted in accordance with the candidate profile and experience.

Application Process

Through AlmaScience website at <https://almascience.pt/recruiting/> or by email recruitment@almascience.pt , until 15th February 2021.

Documents needed:

1. letter of motivation (pdf file) on why the candidate would be a suitable for the position (mandatory);
2. Detailed curriculum vitae with copy of qualification certificates and copy of other relevant supporting documents (pdf file) (mandatory) ;
3. One-minute English video where you must briefly describe your motivation for this application (YouTube or other link);
4. Recommendation letters (pdf file).