

NOTICE

Call to Hire a Business Development Manager (Ref. BIOREF-55)

The BIOREF Association - Collaborative Laboratory for Biorefineries, with funding under the Interface Mission Program, investment No. 01/C05-i02/2022 financed by the PRR - Recovery and Resilience Plan and the NextGeneration EU European Funds, has an open call for hiring a Business Development Manager, in accordance with the procedures set out below.

1. Admission Requirements

Applicants must hold an academic degree in the fields of Management, Economics, Engineering, Chemical Engineering, Biological Engineering, Mechanical Engineering, Environmental Engineering, Chemistry, Biology, Biotechnology, or related areas.

Business and Management Skills

- Experience and knowledge in engineering processes.
- Experience in identifying and managing clients.
- Excellent communication, negotiation, and analytical skills.
- Fluency in English and Spanish.

Technical Skills

- Knowledge of thermochemical conversion technologies applied to biomass, synthesis gas, CO₂, and/or H₂ into biofuels.

2. Function/activities to be performed

The Business Development Manager will have the following responsibilities:

- Act as a technical-commercial consultant, offering specific solutions to clients in the field of renewable gases, biofuels, and bioenergy.
- Actively engage in business development, generating leads, meeting with clients, preparing proposals, and participating in negotiations.
- Develop B2B business in the area of renewable gases and bioenergy, focusing on identifying market opportunities, customer needs, and developing customized solutions.
- Develop and implement commercial strategies, coordinating market development actions, and expanding the organization's presence with new clients and markets.
- Develop technical-economic tools in the areas of renewable gases (biogas, biomethane, hydrogen).
- Prepare technical-commercial reports and monitor results.
- Contribute to institutional communication by organizing and participating in events, and collaborating in the definition of marketing strategies.
- Collaborate with scientific and technological partners, both national and international, ensuring effective knowledge exchange and promoting open innovation.

- Develop strategic partnerships with industry stakeholders and public institutions, maximizing the impact of the Association's projects and opening new opportunities for funding and commercialization.
- Participate in funded projects and collaborate in service delivery.

3. Selection method

The applications received will be ranked on the basis of an assessment of the scientific and curricular background. Candidates who show a curricular profile appropriate to the functions/activities to be performed may be called for an interview that is intended exclusively for the clarification of aspects related to the results of their research and has a maximum weight of 10% of the total evaluation.

4. Application submission

The application must indicate the reference BIOREF-55 and include the following documents:

- a. Motivation letter;
- b. Detailed *curriculum vitae* with a copy of the qualification certificates and a copy of other relevant supporting documents;
- c. Recommendation letter (optional).

The application should be sent to the following e-mail address: rh@bioref-colab.pt

5. Deadline for the submission of applications

Applications will be permanently open until the ideal candidate is selected. The first deadline for assessing applications will be November 4, 2024.

6. Selection jury

Francisco Gírio, Philippe Ramos, Joana Bernardo, Dayanna Rosa

7. Notification of results

The final result of the evaluation will be sent to all applicants via e-mail. The BIOREF Association is free to fill the position or not and may suspend or terminate the process at any time, simply by informing all candidates.

8. Remuneration

We offer a challenging and rewarding working environment with a competitive remuneration package commensurate with experience. Join us and help us build a sustainable future!

9. Place of Work

The work will be carried out on the premises of the BIOREF Association in Matosinhos or in other locations necessary for the execution of the activities.

10. Legislation applicable at the conclusion of the contract

If the academic degree has been awarded by a foreign higher education institution, it must comply with the provisions of Decree-Law no. 66/2018, of August 16, and any formalities set out therein must be completed by the application deadline. Recognition of foreign academic degrees will only be required of candidates selected for the purpose of concluding the employment contract.

11. Data protection

In accordance with the RGPD - General Data Protection Regulation, the data collected will be processed exclusively for the purpose of processing the application.

12. Other information

See website: www.bioref-colab.pt