

## EARSC Analyst/Project Manager

The European Association of Remote Sensing Companies (EARSC) is a trade association based in Brussels. Whilst remaining a membership focused organisation, EARSC has recently been successfully winning contracts to expand its activities to support the industry which it represents. In consequence we are now seeking an Analyst/Project Manager to join our team.

### **About EARSC:**

EARSC – the European Association of Remote Sensing Companies – is a non-profit trade association working on behalf of the geospatial information services industry in Europe; in particular the EO services sector which comprises companies generating information using satellite imagery. Established 27 years ago, today, EARSC has 100 members from throughout Europe.

Of particular importance is the European Union flagship programme, Copernicus. This is offering new opportunities to the sector to help develop a commercial market and new commercial services. EARSC is playing a key role as interlocutor between the industry and the public stakeholders responsible for driving the Copernicus programme.

As well as a lobbying role, EARSC effort is focused on helping to open-up and develop the market for the products and services which the companies offer. In this respect, we seek to help companies by creating new business opportunities arising from the Copernicus programme.

### **The Role:**

The Analyst/Project Manager will work in a small team of people, responsible to the EARSC secretary general and ultimately to the EARSC Board of Directors. The job will involve working with the various stakeholders of Copernicus, of developing a strategic picture of the relationships amongst the key players and of developing relationships with those players.

The successful candidate will have some knowledge of the sector and the key players as well as the necessary business skills to build alliances and to develop business opportunities for EARSC member companies. He or she will prepare and submit winning proposals gathering the resources necessary to achieve the defined goals.

Working in a small, international team in an office in Brussels, the job will include a certain amount of travel mainly inside Europe with much activity being focused around Brussels and the European institutions. The position will offer a variety of work and represents an excellent opportunity to gain valuable experience of working with EU bodies from an industry perspective.

### **Responsibilities:**

The successful candidate will be responsible for:

- Developing and maintaining relations with the key stakeholders in the Copernicus programme.
- Analysing the strategic picture as well as gathering views of members related to Copernicus exploitation.
- Identifying and developing opportunities for companies linked to Copernicus.
- Managing projects linked to the developing opportunities.

**Qualifications:**

- A relevant university degree plus 5 years or more experience.
- A background and track record in business development, analysis and/or project management
- Knowledge of the EO services sector and the Copernicus programme
- Excellent level of English both spoken and written. Other languages are an advantage.

**Further qualities (desirable):**

- Evidence of creative thinking and innovation; ability to take initiatives.
- An ability to network and build good working relationships.
- Knowledge of IT solutions and architectures
- Skills in the use of presentation tools

Candidates are invited to submit their CV together with a letter of motivation to EARSC at [info@earsc.org](mailto:info@earsc.org).