




Company Description

AZTI offers the chance of developing your dreams through top-level research carried out by professionals who are able to generate knowledge with a significant scientific character and excellence and a clear market focus. We offer a unique professional experience in which you will participate in an excellent scientific and technological organisation, close to the markets and the needs of the food industry and maritime activities that is dynamic and a true leader and innovator in its areas of expertise. We translate our clients' needs into business opportunities, generating and providing value to our clients. Your development AZTI is a knowledge organisation, i.e., it places great value on your personal and professional development. From the moment you become a part of the organisation we will focus our attention on your professional development and growth.

Information

 **Deadline:** 2018-12-16
 **Category:** Business
 **Province:** Bizkaia

 **Country:** Basque Country
 **City:** Derio

Company

AZTI



Main functions, requisites & benefits

Main functions

We are looking for a person who will be responsible for technology transfer and commercialisation of the knowledge and assets generated, either via transfers/licenses or by setting up technology-based companies. The ideal candidate will also be responsible for turning the knowledge and assets generated into value for the market (products, solutions, etc.).

Requisites

Academic qualifications: Graduate with training preferably related to Business Administration and Management, Business Sciences or Economics, Commerce or Marketing, or similar qualifications. Other degrees will also be accepted if proven experience in the field of the vacancy can be shown. Specific requirements: Proven experience in: Transfer of technological assets to the market (via licenses, setting up of companies, etc.) Negotiation with investors, entrepreneurs or clients for the transfer of R&D and Innovation assets (products/solutions with different maturity levels) Technical-economic feasibility analysis of the asset for its commercial exploitation Evaluation/validation of the potential of intangible R&D and Innovation assets (Product/Solution) in the market Identification and selection of exploitation models adapted to each R&D and Innovation asset Attraction of investors/entrepreneurs/clients: revaluation of the R&D and Innovation asset (product/solution/ etc.); defence of the business plan and model Knowledge of: Business plans and models; exploitation/commercialisation strategies based on R&D and Innovation assets Intellectual/Industrial Property Protection Fluent spoken and written English

The following will also be an advantage: MBA degree or similar Professional background in public or private companies, centres (contracts, internships,...) related to the field of the vacancy Contribution to the creation and management of start-ups Level of participation in the market launch of intangible R&D and Innovation assets (products, solutions) and degree of validity of such assets in the market Knowledge of the food and marine markets Stimulation of new businesses Experience in user knowledge. Comparison with users... Relevant internships at leading centres in the field of the vacancy Experience in the design of models for the exploitation of results and business plans in R&D and Innovation proposals and projects Knowledge of other languages Availability to travel (internationally/nationally) Driving licence