

## Company Description

CIC energiGUNE is a research center specialized in energy, electrochemical storage (batteries and supercapacitors), thermal energy solutions and hydrogen, a member of the Basque Research and Technology Alliance- BRTA, and, a strategic initiative of the Basque Government. CIC energiGUNE was created in 2011 to generate excellent knowledge and at the same time useful for the Basque business network, being a reference in knowledge transfer. CIC energiGUNE has a dynamic research team of more than 100 researchers and is extremely well equipped with a wide range of up-to-date facilities that are fully available for all its researchers. Also, the European Commission has recently (2019) awarded CIC energiGUNE with the 'HR Excellence in Research' which reflects its commitment to achieving fair and transparent recruitment and appraisal procedures and certifies the existence of a stimulating and favorable work environment for researchers in the institution. For more details on CIC energiGUNE's research activities please visit our website at <http://www.cicenergigune.com>

## Information

 **Deadline:** 2023-01-31  
 **Category:** Business  
 **Province:** Araba / Alava

 **Country:** Basque Country  
 **City:** Vitoria-Gasteiz

## Company

CIC energiGUNE



## Main functions, requisites & benefits

### Main functions

Management of key customers of the center including the direction of the projects under development with assigned customers. Establishment and management of long term relationships between clients and the organization in an effective manner, generating recurrence. Generation and pursuit of new business opportunities and new key clients. Identification of customers with whom to co-work on how to bring scientific-technological knowledge to market transfer. Management of information and trends within the market in alignment with the strategic plan and the scientific plan of the area to which the assigned customers belong, benchmarking and seeking differentiation from the competition.

### Requisites

Preferably educational background in engineering, physics or chemistry. Other backgrounds may be considered depending on the candidate's expertise and contribution. More than 8 years of experience in customer-facing positions in organizations and positions of similar profile. A team player who is fluent in both scientific and market language and can act as a liaison between the two areas. Excellent level of spoken and written English. Communication skills. Negotiation, persuasion and problem solving skills. Proactivity and ability to adapt to dynamic environments. Commitment and ability to work with results orientation.

### Benefits

We offer a permanent contract to join an innovative and cutting-edge project, focused on sustainability, value creation and the generation of collaborative ecosystems where the development of people and diversity is promoted. Candidates will join an integrated, enthusiastic, and multidisciplinary institute making high quality research and impactful contributions to the energy and sustainability fields. CIC energiGUNE will also help smooth the transition for you and your family, providing a welcome program. CIC energiGUNE is located close to the city of Vitoria-Gasteiz (Spain), in the heart of the Basque Country. The Basque Country is the region with the highest R&D investment in Spain, with more than 20.000 researchers. The Basque research ecosystem comprises a solid and collaborating community composed of universities, technology and cooperative research centers. For more information: <https://cicenergigune.com/en/work-with-us>