

ABOUT US

ARGANS Limited is an independent customer orientated industrial company of skilled and innovative scientists and engineers bringing state of the art research to solve industrial, operational and scientific requirements. Our current activities include European Space Agency (ESA) contracts involving GMES Sentinel 3, Earth Explorer SMOS and ENVISAT MERIS. In addition we are developing commercial customers and are involved in the European Commission (EC) Framework 7 programme.

JOB DESCRIPTION

Post: Business Manager, Harwell

Job reference: 100606

Location: Harwell, with possibilities for short duration secondment to Plymouth and co-location to consortium partners – primarily based in Europe. Relocation expenses are reimbursable under certain conditions.

Entitlement to Work in the UK: If you are shortlisted for interview you will be asked to bring to interview original documentary evidence of permission to work in the UK. Immigration legislation may allow ARGANS to apply for a sponsorship certificate for this post; you should indicate when applying if this will be required.

Responsibilities: Development of Business Opportunities with institutional (ESA, Eumetsat and EC) and commercial customers. The holder of this position shall act as the Harwell contact point for Earth Observation (EO) and related topics linked to spatial data with UK national organisations such as Met-Office, STFC, NERC and UK SpaceAgency etc.

Duties:

- Pro-active development of business opportunities.
- Developing and maintaining an overview of related EO projects on national and international scales together with potential scientific co-operations.
- Establishing and maintaining close links with customers both nationally and internationally including a database of relevant technological developments activities and contracts.
- Project and staff management for activities operated out of Harwell. Administrative support will be provided by the Plymouth Office.

- Preparation of tenders, strategy documents and general EO-oriented presentations.

In addition, at ARGANS you will be asked to provide coverage and help on other ARGANS projects and activities and administrative duties (including being a member of internal and external committees), as and when required.

Remuneration: £40,000 - 60,000 per annum depending on experience. Employees are included within a bonus scheme (payable on satisfactory performance by both the company and individual over the course of a financial year) and benefits package including a corporate health plan, income protection and life cover.

Start Date: ASAP

Duration: 12 months in the first instance with the possibility of extension into a permanent post.

Closing date: 12.00 noon 28/07/2010

Interview date (Harwell): 03/08/2010

PERSON SPECIFICATION

	Essential	Desirable
Qualification & Training:	<ul style="list-style-type: none"> • University degree in a suitable subject. 	<ul style="list-style-type: none"> • Higher degree or experience.
Experience/ knowledge:	<ul style="list-style-type: none"> • Good knowledge and network within European space Community and Governmental Space organisations. • Experience in business development/contract negotiation. • Track record of successful project management and staff management. 	<ul style="list-style-type: none"> • Background in Space Missions and Systems Studies. • Significant experience of business to business relationship management. • Good knowledge of ESA including management of funded projects. • Science background including peer-reviewed publication record.
Qualities and Attitude:	<ul style="list-style-type: none"> • Strong customer orientation. • International spirit and readiness to interact with EO 	<ul style="list-style-type: none"> • Other language skills helpful, but not essential.

	<p>business units across Europe.</p> <ul style="list-style-type: none">• Effective communication, both informally and through formal presentations and written reports.• Able to work co-operatively and constructively within a team of diverse background (scientists, developers, administrators) and differing geographical locations.• Willingness to travel, possibly at short notice, to national and international meetings.• Attention to detail and openness to critical feedback.	
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For further information please send initial emails (including a CV) to enquiries@argans.co.uk for the attention of Rabiah Nasir-Habeeb. Please note that only successful applicants will be contacted.

If you do not fulfil these criteria we are still interested in having CV's for future opportunities.