

Job Profile

Position Information	
Job Title	Sector Expert / Technology Consultant – Biotechnology
Location	New Delhi (or open), with travel across India

Scope of the role and basic purpose
<p>The basic purpose of the European Business and Technology Centre (EBTC) is to provide support in developing closer collaboration ties between the European Union and India, at a business and research level, complementing the political efforts to increase trade and technology transfer. EBTC's overarching mandate is to contribute positively to climate change, with emphasis on the four sectors of Energy, Environment, Transport and Biotechnology. EBTC has been established by EUROCHAMBRES and a consortium of 16 partner organizations, including Chambers of Commerce and leading European research groups. EBTC is co-funded by the European Commission.</p> <p>The role of Sector Expert - Biotechnology - is designed to strengthen EBTC's service provider function in this key sector. The role will be instrumental in meeting EBTC's objective to promote a greater number of biotechnology transfer cases between the EU and India and positioning the Centre as a specialist knowledge hub in the area of bio- and clean technologies.</p>
Key responsibilities/ Tasks
<ul style="list-style-type: none"> - To deliver consultancy assignments to EU-based companies and researchers wanting to enter the Indian market, focusing on biotechnology. - To advise clients on their market entry strategy and positioning in the Indian biotechnology market. - To monitor market developments and political trends in the relevant sectors in Europe and India and identify opportunities to further expand EU - India collaboration, both on a business and research level. - To keep abreast of technological developments in the relevant sectors and subsectors, both in Europe and India and map technology gaps in the Indian market. - To contribute to the development of an innovative, relevant and high quality service portfolio of market entry-related services. - To develop and organize stand alone seminars/ workshops in the relevant sectors/ subsectors. - To prepare detailed market overview reports/feasibility studies for individual clients approaching the Centre. - To manage and contribute to market studies commissioned by the Centre, focusing on non-tariff barriers faced by EU companies. - To represent the Centre at sectoral events, as speaker or panelist.

Skill Sets
<ul style="list-style-type: none"> - At least 7-10 years relevant experience and successful track record as high-level expert in a consultancy, industry body, or research institution covering the biotechnology sector. If in a client-facing role, an added benefit. - In-depth knowledge of biotechnology and other related technologies. - Advanced degree in Biotechnology Engineering, Environmental Sciences, or any other relevant field related to environmental management, complemented by an MBA or other commercial degree. - Excellent insight in the Indian regulatory and policy framework. - Practical and commercial attitude and drive to acquire new business opportunities. - Ability to handle multiple projects and service assignments simultaneously. - Exposure to Project Management an added benefit - Person should have worked on multi-disciplinary teams and in various international settings. - A well entrenched network of key stakeholders developed over 10 years work experience. (government, business, research, associations, etc) - Excellent presentation, communications, and writing skills are required.
Accountabilities / Key Measures
<p><i>The position will be measured primarily on:</i></p> <ul style="list-style-type: none"> - Execution of projects on time, with high quality level, and with high customer service levels - Adherence to targets set by EU, the funding origin of EBTC - Contribution to EBTC development - Reviews and Group feedback. <p><i>Other Dimensions:</i></p> <ul style="list-style-type: none"> - The Sector Expert - Biotechnology will represent EBTC with external companies and bodies, and must maintain strict discipline with regard to confidential/sensitive information and must maintain a strong code of ethics. - EBTC is an entity co-funded by EU, which carries various stipulations and requirements, which the Sector Expert – Biotechnology must at all times adhere to. <p><i>Level of Supervision:</i></p> <ul style="list-style-type: none"> - Work is to a large extent self initiated and with directions from Senior Management. Sector Expert – Biotechnology determines own methods to accomplish work and targets. He/she anticipates and resolves all complex problems independently, with guidance from Senior Management.