

Position Information	
Job Title	Senior Analyst/ Technology Consultant – Transport
Location	New Delhi, India, with travel across India

Scope of the role and basic purpose

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.

The role of Senior Analyst/Technology Consultant – Transport 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 clean technology transfer cases between the EU and India and positioning the Centre as a specialist knowledge hub in the area of sustainable transport technologies/solutions.

Key responsibilities/ Tasks

- To deliver consultancy assignments to EU-based companies and researchers wanting to enter the Indian market, focusing on sustainable transport solutions/ technologies
- To advise clients on their market entry strategy and positioning in the Indian transport/logistics market
- To monitor market developments and political trends in the relevant sector and subsectors 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 transport sector and relevant subsectors, both in Europe and India and map technology gaps/ business opportunities 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 sector/ 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 transport/ logistics companies.
- To represent the Centre at sectoral events, as speaker or panelist.

Skills Sets

- At least 10 years relevant experience and successful track record as high-level expert in a consultancy or industry body, covering the transport sector, ideally in a client-facing role.
- In-depth knowledge of sustainable transport technologies and logistics solutions.
- Advanced degree in Engineering/ Transport Operations & Technology/ Road Transport Technology & Management/ Environmental Sciences, or any other relevant field related to sustainable transport solutions, complemented by an MBA or other commercial degree.
- Excellent insight in the Indian regulatory and policy framework to analyse client situation and make market entry recommendations.
- Practical and commercial attitude and drive to acquire new business opportunities.
- Ability to handle multiple projects and service assignments simultaneously.
- Person should have worked on multi-disciplinary teams and in various international settings.
- Excellent writing skills, presentation skills, and communication skills are required.