

# European Business and Technology Centre (EBTC)

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## Job description

Position Information	
Name	TBD
Job Title	Senior Executive, European Business and Technology Centre (EBTC) Bangalore office
Location	Bangalore EBTC Bangalore Office: 902, 9 floor, Prestige Meridien II Towers, 30, M.G.Road, Bangalore 560001.
Reporting to	EBTC Regional Manager - Bangalore

## 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 Executive – EBTC Bangalore is designed to be techno-managerial with strong skills in technical and financial analysis to plan, analyze and implement clean energy projects. The Senior Executive will support EBTC Bangalore and India team in analyzing if specific EU clean technologies will be suitable for Indian projects and partnerships, support project development and implementation. The Senior Executive should be skilled in using various analytical tools, spreadsheets and be knowledgeable about clean technologies, sector developments, gaps in general.

**New Delhi (Head Office):**

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**Key responsibilities/ Tasks**

Reporting to the Regional Manager of EBTC Bangalore, the Senior Executive - EBTC Bangalore will be responsible for analyzing project and technology cooperation/integration opportunities for EU companies in India in various technology domains that facilitate climate change mitigation and preparing a database of project and partnership opportunities in India for EU clean tech companies with a view of facilitating successful business deals and R&D cooperation with a quick turnaround time between EU and Indian organizations.

*Key areas of responsibility include:*

- Techno-financial Analysis of key sectors within EBTC's focus areas of Energy, Environment, Transport
- Maintaining and sharing updated information on policy, project (public and private), partner and investors.
- For specific EU companies, understanding their offer/technology, researching business opportunities in India, preparing presentations for clients
- For Indian companies, working with EU partners to scout available clean technologies in EU.
- Working with Regional Manager-Bangalore to design and structure programs and projects between EU and Indian organizations
- EBTC Bangalore's annual goals will be to successfully facilitate 2-3 R&D partnerships, 2-3 business/technology partnerships, develop and implement an EU – State government level Program and organize and participate in appropriate events. For these broad goals, EBTC Bangalore will need to initiate several leads and ideas. The Senior Executive will play a key role in initiating and implementing the aforementioned.
- Developing and implementing the Regional Centre's annual work plan in line with EU policies and priorities, the EBTC Business Plan and in coordination with the head office in New Delhi
- Supporting the EBTC Regional Office to be able to deliver services and products as outlined by the EBTC Business Plan
- Using and further developing in-depth knowledge of key climate change-related technologies in order to deliver consultancy assignments to EU-based companies and researchers wanting to enter the Indian market, hereby closely cooperating with the EU Member States representatives and EU MS bilateral Chambers of Commerce based in Bangalore.

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- Leveraging his/her knowledge of the Indian regulatory and policy framework in order to analyze client situations and make market entry recommendations for individual companies.
- Monitoring market developments and political trends in the relevant sectors and identifying opportunities to further expand EU - India business and S&T collaboration in the Southern region, and throughout India.
- Keeping abreast of technological developments in EBTC's focus sectors and identifying technology gaps pan India.
- Preparing detailed market overview reports for individual clients, with focus on opportunities in the Southern region, but also pan India in energy related cases
- Managing and contributing to energy market studies commissioned by the Centre.

### Accountabilities / Key Measures

*The position will be measured primarily on:*

- 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.

*Other Dimensions:*

- The Senior Executive – EBTC Bangalore will represent EBTC with external companies, and must maintain strict discipline with regard to confidential/sensitive information and must maintain a strong code of ethics.
- EBTC is an entity funded by EU, which carries various stipulations and requirements, which Senior Executive – EBTC Bangalore must at all times adhere to.

**Qualifications:**

- Educational background in Engineering, focus on Environment and Clean energy would be helpful
- Management degree, or techno-financial expertise/experience

Contact: [bangalore@ebtc.eu](mailto:bangalore@ebtc.eu)

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