



Market development Manager

fixed-term position
Full time position

About the job:

You will be in charge of the development of « Use cases » via the launch of call for tenders that put into action ocean and environmental data and its use within the sustainable blue economy. Such « use cases » should demonstrate on the field the use of ocean/environmental data for sustainable applications benefiting to the [blue markets](#) (e.g Trade & Marine navigation and Natural Resources & Energy). Work will mainly be done in the framework of the Copernicus Marine and Copernicus WEKEO services.

More specifically, you will be in charge of:

- Identify the needs from the [Blue Markets](#)
- Launch a series of Call for Tenders to stimulate the blue economy and their innovative downstream solutions, develop downstream applications to support for example Member States with the implementation of environmental directives and policies.
- Manage the successful development of the funded downstream applications.
- Build resources and define actions to answer needs from Blue Markets.
- Promote and raise awareness on all communication channels about such use cases

About you:

We are looking for autonomous, multi-cultural, curious, well-organized, dynamic and responsive candidates. You have a minimum of 5-year experience in the ocean domain in Europe or in international context. You have an experience in project management.

Assets to succeed include:

- Good knowledge of the marine data value chain from ocean data to marine application
- Good knowledge of the ocean science context, of the marine services and its applications in all areas.
- Ability to work with an international and multi-cultural team.
- Good organisation et management skills.
- Ability to synthesize ideas and concepts
- Good oral and written communication skills.
- Fluent or native english

Who are we?

Mercator Ocean International has been a pioneer in operational oceanography activities for nearly 25 years through its public service mission to preserve the ocean. Many scientific and societal challenges need to be met in order to ensure a sustainable ocean, whether they relate to the environment, biodiversity, climate change, the blue economy or education. To meet these challenges, we are required to constantly and in real time describe, analyse and forecast the state of the global ocean using reliable numerical models, then make this information relevant and accessible to all — whether public or commercial services, manufacturers, policy makers, associations, NGOs, teachers or citizens. Mercator Ocean International thus combines scientific excellence and social commitment on a daily basis. As a non-profit company under multinational governance (ES, FR, GB, IT, NO), we work in a climate of trust with our nine shareholding partners, all key players in the development of European oceanography.

Mercator Ocean International has been conducting the Copernicus Marine Environment Monitoring Service since 2014 on behalf of the European Union. CMEMS offers free, open access to scientifically validated operational information on the ocean to several thousand subscribers worldwide. To this end, the company coordinates a unique network of around 100 partners in Europe specialising in Earth observation and ocean forecasting.

Based near Toulouse in South-West France, the company's 100 or so contributors are all committed to achieving the United Nations' sustainable development goals.

How to apply:

Send your cover letter and a detailed CV with the following reference 2021-11/MS/CDMO2 to recruitment@mercator-ocean.fr

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