2018-00313 - [GRAPHDECO] Business Developer

Contract type: Public service fixed-term contract
Level of qualifications required: Graduate degree or equivalent
Function: Temporary scientific engineer

About the research centre or Inria department

The Inria Sophia Antipolis - Méditerranée center counts 37 research teams and 9 support departments. The center's staff (about 600 people including 400 Inria employees) is composed of scientists of different nationalities (250 foreigners of 50 nationalities), engineers, technicians and administrators. 1/3 of the staff are civil servants, the others are contractual. The majority of the research teams at the center are located in Sophia Antipolis and Nice in the Alpes-Maritimes. Six teams are based in Montpellier and a team is hosted by the computer science department of the University of Bologna in Italy. The Center is a member of the University and Institution Community (ComUE) “Université Côte d’Azur (UCA)”.

Assignment

She/he will be in charge of developing a complete market study for PicPlay's products and defining business strategies for the PicPlay Company. The innovative product we will develop is based on the research results developed by the REVES/GRAPHDECO research teams. The most relevant research results are here:

http://www-sop.inria.fr/reves/Basilic/2016/HRDB16/
http://www-sop.inria.fr/reves/Basilic/2016/TSPD16/
http://www-sop.inria.fr/reves/Basilic/2015/ODD15/
http://www-sop.inria.fr/reves/Basilic/2013/CDSD13/

The mission will be to lead this spin-off project to commercial success.

Main activities

This mission includes:
- Identifying markets segments, and contacts
- Searching market information
- Interviewing clients, reporting feedbacks
- Defining the PicPlay product

Skills

Required qualities:
- Motivation for the discussed technology
- Experienced
- Pragmatic

Required Diploma and experience:
- At least ~2 years of experience

Benefits package

- Subsidised catering service
- Partially-reimbursed public transport
- Social security
- Paid leave
- Flexible working hours
- Sports facilities

Remuneration

Gross Salary per month: 2600€ depending on experience