**2018-00313 - [GRAPHDECO] Business Developer**

**Contract type:** Public service fixed-term contract  
**Level of qualifications required:** Graduate degree or equivalent  
**Fonction:** 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 market 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

---

**General Information**

- **Theme/Domain:** Interaction and visualization  
- **Research exploitation and valorisation (BAPJ)**  
- **Town/city:** Sophia Antipolis  
- **Inria Center:** CRI Sophia Antipolis - Méditerranée  
- **Starting date:** 2018-04-01  
- **Duration of contract:** 12 months  
- **Deadline to apply:** 2018-06-06

**Contacts**

- **Inria Team:** GRAPHDECO  
- **Recruiter:** Ribiere Guillene / guillene.ribiere@inria.fr

**Conditions for application**

**Defence Security:**

This position is likely to be situated in a restricted area (ZRR), as defined in Decree No. 2011-1425 relating to the protection of national scientific and technical potential (PPST). Authorisation to enter an area is granted by the director of the unit, following a favourable Ministerial decision, as defined in the decree of 3 July 2012 relating to the PPST. An unfavourable Ministerial decision in respect of a position situated in a ZRR would result in the cancellation of the appointment.

**Recruitment Policy:**

As part of its diversity policy, all Inria positions are accessible to people with disabilities.

---

**Warning:** you must enter your e-mail address in order to save your application to Inria. Applications must be submitted online on the Inria website. Processing of applications sent from other channels is not guaranteed.
Remuneration

Gross Salary per month: 2600€ depending on experience