

## Training Opportunity for Polish National Trainees

Reference	Title	Duty Station
PL-2023-CIC-SV	<b>Data Analysis &amp; Ecosystem Development for Space Ventures Financing</b>	HQ-Nikis, Paris
<p><b><u>Overview of the mission:</u></b></p> <p>The ESA Commercialisation Department aim works with the objective to</p> <ul style="list-style-type: none"> <li>• encourage entrepreneurship and provide a framework that fosters commercial, private sector space activities, and the growth of new businesses</li> <li>• set-up innovative procurement processes that favour and encourage the commercial potential of European developed products or equipment - including on the export markets, as well as the inclusion of commercial products/services into ESA programmes;</li> <li>• supporting the creation of new markets (e.g. in-orbit servicing, in-space edge computing, etc) by developing ex-ante a commercialization strategy for new ESA and industry-driven ambitious programmes, bringing together public and private investors as well as anchor customers.</li> </ul> <p>You are encouraged to visit the ESA website: <a href="http://www.esa.int">http://www.esa.int</a></p>		
<p><b><u>Overview of the field of activity proposed:</u></b></p> <p>As a Polish National Trainee you will support the Head of Ventures and Financing Office within the Commercialisation Department. Your work will involve continuously looking for innovative new ways to develop financing tools aimed at supporting companies with significant growth potential that develop ready-to-market, innovative solutions relying on existing space assets and technologies (satellite telecommunications, satellite navigation, Earth observation and others). These financing tools can combine existing funding and financial mechanisms, or propose alternative ways of funding altogether.</p> <p>In particular, you will help to identify and exploit funding mechanisms from both institutional investors (EU, national, regional, etc.) and the private sector, ranging from early-stage to early growth capital. These may include classic equity or debt, but also alternative financing methods.</p> <p>Furthermore, you will support the assessment of industrial proposals / business plan concerning the business and commercialisation aspects across the Agency and the establishment of collaborations with promising start-ups and scale up ventures across activities/programmes in the whole Agency together with relative ESA directorate representatives.</p>		

**Required education and skills:**

- You should have just completed, or be in the final year of your master' s degree in financial or economical discipline.
- Good interpersonal and communication skills
- Ability to work in a multi-cultural environment, both independently and as part of a team
- Fluency in English and/or French, the working languages of the Agency
- Certification such as CFA (Certified Financial Analyst) or IMC (Investment Management Certificate) will be considered an asset, but is not a requirement.