

Training Opportunity for Polish National Trainees

Reference	Title	Duty Station
PL-2023-HRE-XI	Commercialisation and Innovation Analyst	ESTEC, Noordwijk

Overview of the mission:

The Commercialisation and Innovation Team in the Directorate of Human & Robotic Exploration leads the definition and coordinates the implementation of all HRE cross-sectoral innovation initiatives as outlined in the Agency's European Exploration Envelope Programme (E3P) Innovation Plan. This includes, in particular, delivery of the E3P Space Resources Plan and the establishment of Low-Earth Orbit and Lunar platform-based commercial services developed in the frame of the open 'Call for Commercial Services and Products'.

Furthermore, the Team's responsibilities include the promotion of non-ESA funded demand for such services through the Business in Space Growth Network (BSGN), as well as delivering a comprehensive lunar communication and navigation service in coordination with the ESA Directorates of Navigation and Telecommunications.

The BSGN's Industry Accelerators for Sustainable Food, Advanced Materials and in-Space Manufacturing and Health are fostering business opportunities in space exploration to private industry, acting as Business-to-Business (B2B) interface between the space industry and other industries. It aims to establish an ecosystem for commercial projects to grow and provides relevant support mechanisms and frameworks to support the development of the LEO and Lunar Economy.

The Commercialisation and Innovation team is also directly involved in the upcoming Private Astronaut Missions (PAMs) with Axiom, as part of its remit to explore International Space Station (ISS) commercial activity.

Overview of the field of activity proposed:

As a Polish National Trainee, you will have the opportunity to:

- Supporting the definition, implementation, and promotion of commercial opportunities in space exploration in an effort to grow the emerging LEO and Lunar Economy.
- Supporting the development and implementation of the HRE Commercialisation initiative, including the end-to- process for selecting and maturing industry-driven ideas in response to the "Call for Commercial Services and Products" (e.g. participating to industry pitch sessions, business- and technical reviews, socio-economic impact assessments, and preparing documentation to inform senior management decisions).
- Assessing the outcome of ISS commercial utilisation activities in terms of customer feedback on the performance and impact generated from using ISS. The outcome shall inform the Annual Report on the success of the HRE Commercialisation Initiative measured through Key Performance Indicators (KPIs).
- Assessing and comparing effectiveness of commercialisation and classical procurement approaches in meeting ESA's strategic E3P goals. Assess benefits

for ESA, ESA Member States and industry in comparison of the two approaches. Develop findings to improve actions aimed at commercialisation.

Required education and skills:

- You should have just completed, or be in the final year of your Master' s degree in economics or a technical or scientific discipline
- A genuine interest in New Space, space economics, and in new emerging technologies
- Business Development/Entrepreneurship/Finance/Investments preferably with a focus on and broad understanding of European market(s) and market research is a plus
- Social Sciences/Political Science/Innovation Studies preferably with additional qualifications in business development is a desirable characteristic
- 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