

CALL FOR APPLICATIONS — **Business Development Expert**

Job reference: AE2025-0559 (OCEAN_FCT - OCEAN)

Institution: INESC TEC – Institute for Systems and Computer Engineering, Technology and Science

Position: Business Development Expert

Regime and location: Híbrido – Porto

Responsible: Vasco Bernardo Teles

Start date: Uncertain term contract, starting on February 1st, 2026 or as agreed between the parties.

Job summary:

INESC TEC is inviting for applications for two Business Development Experts in the field of Business development

The INESC TEC.OCEAN project aims to establish a Centre of Excellence (CoE) in Ocean Research and Engineering (OR&E) in Portugal, addressing in a synergistic way the fields of marine structures, marine robotics, ocean energy, and ocean data. This CoE will meet the growing technological and scientific needs of emerging markets across a wide range of “blue economy” applications, such as offshore renewable energy, offshore aquaculture, maritime transport and fisheries, deep-sea resource exploration and bioprospecting, among others.

This new CoE is anchored in INESC TEC’s scientific and technological expertise in marine research areas and benefits from the mentorship of SINTEF OCEAN (SINTEF), Norway’s leading R&D centre. Ocean Energy will be the CoE’s main priority. The current energy context and zero-carbon strategy place Renewable Energy production among the most relevant priorities for EU growth and social stability. This CoE will work in conjunction with three unique and complementary infrastructures in Portugal, led by INESC TEC, that support the development and testing of offshore renewable energy systems: the Blue Hub in Leixões, the Offshore Renewable Energy Test Centre in Aguçadoura, and the TEC4SEA Infrastructure for testing and validating technologies in an ocean environment.

Key responsibilities:

- Analysis of key public policies and relevant EU and national instruments for the development of the ocean-technology sector, and identification of funding opportunities;
 - Mapping of relevant ecosystem stakeholders, including their characterization and positioning regarding how they may participate in the project’s animation and entrepreneurial discovery process;
 - Study of value chains in related sectors to identify major gaps and assess how ocean technologies can help address those gaps;
 - Support in organizing workshops, focus groups, and seminars involving stakeholders, aimed at needs assessment, opportunity identification, and the design of projects and actions that address identified needs;
 - Support for INESC TEC’s participation in projects—namely those under the Atlantic Area Programme, the Regional Smart Specialisation Platform, the Regional Innovation Valley—and for the submission of applications to publicly funded programmes;
 - Support in organizing and participating in national and international events for the INESC TEC OCEAN project, including identifying and selecting relevant events, defining participation formats, and representing the project at these events;
 - Contribution to project management by assisting in the collection and processing of relevant information for monitoring purposes.
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Minimum requirements and qualifications:

- Master’s degree in economics, management, or public administration;
 - Good computer skills, particularly in Microsoft Office;
 - Proficiency in Portuguese and English;
 - Ability to work well in a team;
 - Strong organizational and time-management skills;
 - Driver’s license.
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Preferential factors:

- Professional experience (preferably) or completion of academic or professional internships in the maritime sector, especially related to ocean technologies.

What we offer

- Integration into an institution of excellence in the National Scientific System;
- A stimulating challenge and the chance to contribute to the creation of something new and of strategic importance to the institution;
- Collaborative, international, inclusive and innovation-oriented environment;
- Autonomy and the possibility of personal and professional growth;
- Access to specialized training, flexible working hours, hybrid working arrangements, health insurance and other benefits;
- Remuneration in line with experience and the role, with the possibility of bonuses via Performance Assessment.

Application process:

- Electronic form filling in <http://www.inesctec.pt/> in the section [WORK WITH US](#)
- Application period: 2025-12-05 a 2026-01-16
- Candidates who meet the minimum requirements will be admitted to the evaluation and selection phase.

Metodologia de seleção:

Curriculum Assessment

Consisting of two phases, the first involves a Curriculum Assessment (CA) and the second an Individual Interview (IE). All parameters are assessed on a scale of 0 to 100, considering merit, suitability and preference factors.

The CA parameters and their respective weights are:

- **Professional Experience (PE, 40%):** Years of relevant experience in the field (20%); Relevance of previous positions (20%)
- **Academic Background (AF, 20%):** Highest academic degree obtained (10%); Relevance of courses to the position (10%)
- **Additional Certifications and Qualifications (CQ, 40%):** Additional certifications/training relevant to the position (10%); Verification of preference factors (30%)

Candidates with AC < 50 are excluded on absolute merit. The best five candidates who are not excluded. The best five candidates who are not excluded on absolute merit are called for the EI. The Final classification (FC) is obtained from the AC (50%) and the EI (50%).

Notification of results

The results of the selection process will be communicated to interested parties by email.

Disability bonus:

- Candidates with a degree of disability equal to or greater than 90% will have a bonus of 20 points in the Curricular Assessment score.
- Candidates with a degree of disability equal to or greater than 60% and less than 90% will have a bonus of 10 points in the Curricular Assessment score.

In these cases, the bonus score for the Curricular Assessment may exceed 100 points.

The degree of incapacity must be proven by submitting a Medical Certificate of Multipurpose Incapacity when applying.

Selection panel:

- President: Eduardo Silva
- Jury members: Diana Viegas, Vasco Bernardo Teles



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