

VACANCY
RESEARCH VALORISATION MANAGER / BUSINESS DEVELOPER



ARTIFICIAL
INTELLIGENCE
RESEARCH GROUP



SOFTWARE
LANGUAGES
LAB

CONTEXT

The Department of Computer Science (more specifically, the research groups [Artificial Intelligence Lab](#) and [Software Languages Lab](#)) of the [Vrije Universiteit Brussel](#) (VUB) is hiring a **research valorisation manager/business developer** to help grow and sustain its portfolio of strategic and applied research projects with industry (i.e., R&D projects co-funded by Europe, Belgium, Flanders, or the Brussels Region), and its services and contract research.

YOUR TASK

As a research valorisation manager/business developer, you will get to know cutting-edge academic research and acquire insights into the newest innovations and developments related to AI and Software Technologies. You will identify potential industrial partners and help the labs to set up new applied research and contract research projects (including the financial aspects). At the same time, you will maintain an active link with the labs' ongoing research activities. You will collaborate closely with a team of professors and other research managers.

Your concrete responsibilities will be:

- You will contribute to and implement the labs' valorisation strategies, in which you will match industrial needs with the labs' ongoing research activities.
- You will actively build, maintain and extend the labs' industrial relationships and network of companies that are part of ongoing and potential future collaborations.
- You will represent the labs at industrial events and recognize valorisation opportunities for applied research.
- You will support the professors in building consortiums for new research projects, write valorisation-related text for proposals, and plan project budgets and resources accordingly.
- You will create a professional bridge between the academic and industrial stakeholders.

This position is part of the IOF (Industrieel Onderzoeksfonds) Vlaanderen programme that provides support to research groups to transfer research results into innovative applications and develop a sustainable research track in applied research.

For more information about the IOF programme, see: <https://vubtechtransfer.be/en/industrial-research-fund-iof-research-groups>.

Essential requirements:

- Master, PhD, or (highly experienced) Professional Bachelor in Computer Science, AI, Engineering, or Business Engineering.
- Experience or strong affinity with business development.
- Strong interest in Artificial Intelligence/Software Technology and their applications in industry.
- You are communicative (both written and oral) and have excellent English language skills.
- You are a networker by nature, you easily establish contacts, and you intuitively feel how to maintain relationships and engage and enthuse people.

Additional strengths:

- Experience with project management (especially in an R&D context) and working in larger teams.
- Prior research expertise or industrial experience as an AI/software engineer or data scientist.
- Affinity with the Flemish and European funding landscape.

- Expertise in Artificial Intelligence and Software Technology or a subdomain thereof.
- Experience with project proposal writing and presenting to different types of audiences.
- Knowledge of Dutch and/or French.
- Experience with CRM tools.

WHAT WE OFFER

We offer employment as a full-time business development manager. The trial period will be 6 months, to be extended after a positive evaluation. As an employee of the Vrije Universiteit Brussel you will work in a dynamic, diverse and multilingual environment. Our green campus is located in the centre of Brussels, the lively capital of Belgium and Europe. In accordance with your experience and academic merits, you will receive a salary according to the official pay scales. Hospitalisation insurance and free public transport for travel to and from work are standard employment benefits. We have extensive sporting facilities and the VUB nursery is within walking distance. More information is available at the [VUB job website](#).

HOW TO APPLY

The position is immediately available and to be filled as soon as possible. The exact start date is negotiable.

Interested in joining our group? Please send your CV and motivation letter to Prof. Ann Nowé and Prof. Jens Nicolay before March 31st, 2023.

CONTACT INFO

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About the Artificial Intelligence Lab

The cross-faculty Artificial Intelligence Lab consists of three research groups. The [Artificial Intelligence Lab](#) was founded in 1983 by Prof. Dr. Luc Steels. It is internationally renowned for its research in reinforcement learning and multi-agent systems, grounded natural language understanding (including the evolution of language and speech), knowledge representation and reasoning, and computational creativity. The [Data Analytics Lab](#) combines fundamental and algorithmic expertise with a profound business understanding. Its research has a business-oriented systems approach, with ML and AI applications in finance, transport and logistics operations. The [Digital Mathematics Research Group](#) specializes in applied mathematics based on a solid foundation of interplay with various areas of pure mathematics. The focus lies on the mathematical foundations for digital data acquisition, representation, analysis, communication, security and forensics. The combined AI expertise of the consortium provides a unique range in AI topics and broad experience with AI applications in all industrial sectors. The consortium consists of around 80 researchers, of which 14 professors, and has had more than 20 applied projects in collaboration with industry partners over the last 5 years. Its main application areas are cyber-physical systems, human-computer interaction and business analytics.

About the Software Languages Lab

The Software Languages Lab (SOFT) is part of the Department of Computer Science of the Vrije Universiteit Brussel. The lab was founded in 2009 as a merger of the Programming Technology Lab and the System and Software Engineering Lab. SOFT currently consists of about 35 researchers, including 5 full professors and 2 part-time professors. SOFT is a major player in Brussels, Flanders, Belgium and Europe in the broad domain of "Software Technology". SOFT has ample experience in participating in research projects, both academically as well as in collaboration with industry.

Academically speaking, SOFT is mainly active in the design, implementation and application of better languages and tools in order to support the software engineering lifecycle of tomorrow. This includes new programming languages, integrated development environments, tools, libraries, frameworks, middleware, database designs, etc.

SOFT has a longstanding tradition of projecting its core academic research activities onto a context that is in line with the most recent societal and economic trends in software development. At the time of writing, this means that SOFT's research is being applied in the domains of Big Data Processing Applications, Internet-of-Things Platforms, Cyber-physical Systems, Software Quality Tooling, Green Computing, and Application Security.

About VUB

Teaching and research at the Vrije Universiteit Brussel are founded on the principle of unfettered inquiry to benefit the progress of mankind. This means rejecting dogmatic positions and guaranteeing the freedom to form opinions without interference; in this way the university aims to ensure the dispersal of the principle of unfettered inquiry throughout society. The university is autonomous and democratically run. This means guaranteeing the exercise of the fundamental freedoms within the university, as well as the right of the university community to participate in the decision-making process and scrutiny of the university policy.