



We advance top-level
research – and ourselves.

Change starts with us.

Head of the Fraunhofer Liaison Office in Brazil (São Paulo)

The Fraunhofer-Gesellschaft (www.fraunhofer.de), based in Germany, is the world's leading applied research organization. By prioritizing key technologies for the future and commercializing its research findings in industry, it plays a major role in the innovation process. Around 30,800 employees, predominantly scientists and engineers, work with an annual research budget of roughly 3.0 billion euros, 2.6 billion euros of which is designated as contract research. We are addressing needs-based and problem-oriented research issues at 76 institutes across Germany as well as at selected international locations. Our research findings help develop solutions to societal challenges in many different fields, including climate change, healthcare and environmental protection.

International collaborations with outstanding research partners and companies from around the world bring the Fraunhofer-Gesellschaft into direct contact with the most prominent scientific communities and economic areas. For this purpose, Fraunhofer is operating representative offices in Japan, India, China, South Korea and Brazil that establish, maintain and expand research networks in their respective region or country, focusing on marketing and business development as well as on monitoring the science and innovation landscape.

For our Fraunhofer Liaison Office in Sao Paulo, Brazil, we are now looking for a **representative officer or manager** with a strong sales personality to act as a special country and regional representative in Fraunhofer's various networks. In close coordination and collaboration with the Fraunhofer institutes and with the Foreign Fraunhofer Affiliates and Representations department at Fraunhofer headquarters, you will represent the interests of the Fraunhofer-Gesellschaft and advise and support Fraunhofer institutes with regard to their activities in Brazil, acting as an integrated interface. You will also develop strategic realignment measures for establishing partnerships with leading scientific organizations and research-intensive Brazilian companies. A very good command of Portuguese and English is essential for these tasks.

Your tasks

- Maintaining existing and establishing new industry collaborations and partnerships in research and at universities in Brazil; advising and supporting Fraunhofer institutes in Germany
- Connecting with Fraunhofer researchers, Brazilian scientific organizations, business and industry associations, and local government as well as exploring strategic research collaborations in Brazil
- Responsibility for employees; accounting and reporting
- Analyzing the technology, research and innovation landscapes in Brazil and preparing reports
- Actively supporting Fraunhofer institutes when it comes to establishing contacts and acquiring R&D contracts with companies, industry associations and research organizations in Brazil; promoting new research and development projects in order to provide innovative and sustainable solutions from the entire Fraunhofer portfolio to potential customers
- Identifying suitable international funding announcements and research funding as well as supporting scientists and researchers at our institutes in their development of businesses with excellent partners.
- Organizing networking events and participating in research-related workshops and conferences to increase the visibility and efficiency of the Fraunhofer network in Brazil.
- Supporting delegations
- Actively promoting the Fraunhofer umbrella brand and engaging in marketing and outreach activities

Qualification requirements

- Appropriate research and/or professional experience in industry/technology management (sales, acquisition, strategic alliances, research and development)
- Knowledge of the Brazilian industry or research landscape and good connections to research-intensive companies
- Experience in dealing with coordination processes and requirements, especially with R&D-related companies and grant authorities

- Completed university studies in science, engineering, political science or economics; profound technical understanding (technical university degree); a doctorate will be an advantage
- Passion for international collaboration as well as for research and innovation management
- Leadership and decision-making skills, ability to delegate, and assertiveness.
- Program and project management expertise; experience in resource and HR planning as well as in process management; planning and organizational skills
- Good analytical and perceptive skills as well as communication skills, both written and spoken, in an intercultural context; independence, judgment and diplomatic flair, strong organizational skills, diligence and thoroughness
- Proficiency in written and spoken German and Portuguese and a good command of English

The applicant must fulfill the legal requirements for employment in Brazil. No steps will be taken on the part of the Fraunhofer-Gesellschaft to obtain a work and/or residence permit in Brazil for the candidate. We will offer the selected candidate a local employment contract according to Brazilian labor law. We will offer the selected candidate a local employment contract based on Brazilian labor law. Starting date: at the earliest possible date.

If you are interested in the position and meet the requirements described, please send your CV, a letter of motivation in German or English and a copy of the required certificates to andrea.mandalka@zv.fraunhofer.de

Only applications received by May 17, 2024 at the latest will be considered. The documents must be submitted in PDF format. Only shortlisted applicants will be contacted.

Fraunhofer-Gesellschaft
Hansastraße 27 c
80686 München
Germany

If you have any questions regarding this position, please contact:
Ms. Andrea Mandalka, Foreign Fraunhofer Affiliates and Representations
Phone: +49 (172) 8956672
Email: andrea.mandalka@zv.fraunhofer.de

For further information on the Fraunhofer Liaison Office Brazil, please consult our channels:

[LinkedIn](#)

[Instagram](#)

[Website Fraunhofer Liaison Office Brazil](#)

For further information on the Fraunhofer-Gesellschaft, please consult our website:

<http://www.fraunhofer.de>