Training Opportunity for Belgian Trainees

Reference	Title	Duty Station
BE-2022-EOP- 8LI	**Commercial Earth Observation – *Φ-Lab Invest***	**ESRIN**

Overview of the mission

The Φ-Lab is in charge of promoting investment in industrial innovation within the EO domain and developing partnerships with new actors entering the EO sector. These include EO constellation operators, start-ups, micro-companies, SMEs, and major internet and IT companies. Within Φ-Lab, the Invest Section (Φ-Lab) focuses on EO commercial aspects.

Φ-Lab manages the ESA Investing in Industrial Innovation (InCubed) programme. While institutional and private European space actors have so far created a flourishing Earth Observation (EO) sector in Earth science, meteorology, environmental and security monitoring, the EO market is undergoing a rapid transition, with new implementation approaches (e.g. constellation of micro-satellites, vertical integration of spaceborne with non-spaceborne data), new industrial players (e.g. IT companies), and new funding models (e.g. PPP, venture capital). It is crucial for Europe to adapt to this rapidly evolving market and seize the opportunities it provides.

Φ-Lab is designed as an open working environment bringing together ESA staff and external space and non-space actors, innovators, data scientists, and investors on a permanent or temporary basis. This environment and the associated management will aim to rapidly prototype and test ideas.

Candidates are encouraged to visit the ESA website: http://www.esa.int

Overview of the field of activity proposed

We are in the middle of a perfect storm in EO with many factors crashing into the sector encouraging new commercial players and investors into the market. The Investing in Industrial Innovation (InCubed) programme aims to develop and stimulate the European EO commercial sector. It is one of the first co-funded programmes and operates in the very dynamic EO commercial New Space landscape.

You will provide support for the tasks to be performed by the Invest Section. This entails, for example:

• Supporting InCubed programme activities spanning end-to-end development (satellites, constellation development, systems, data exploitation platforms, ground segment, and data analytics);
• Development and analysis of viable commercial and innovative EO products and services;
• Contributing to monitoring trends and emerging opportunities in global markets, including existing and planned EO missions;
• Supporting entrepreneurial initiatives and helping develop new business opportunities in EO to improve European economic operators' competitiveness in related global markets;
• Analysing business plans, and understanding business cases and the concept of minimum viable product;
• Analysing the European EO landscape and emerging commercial market within an international context;
• Contributing to socioeconomic and market analyses to document the value and impact of European efforts in an international EO context;
• Being at the cutting edge of New Space and helping develop European capability;
• Preparing presentations, fact sheets and communication material for InCubed and the

team's activities;
- Contributing to Φ-lab online articles and posts, and providing support to and participating in dedicated events and workshops relevant to the team's domain;
- Problem-solving at programme and activity level;
- Providing support to activities relating to customer engagement, commercial viability and innovation;
- Helping improve the InCubed programme.

Required background

- Master's degree in in a technical or scientific discipline with a proven business/economics element.
- Technical knowledge in aerospace system engineering and/or remote sensing and/or artificial intelligence applied to EO
- 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