

Research Fellowship in “Success factors for sustainability of small and medium size enterprises operating in the ESA member states”

Directorate of Telecommunications Programmes

European Space Agency, ECSAT, United Kingdom

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Overview of the Department’s mission

ESA's Advanced Research in Telecommunications Systems (ARTES) programme transforms research and development activities into operational, profitable and self-sustaining products and services. The success of ARTES is the result of consolidating public-private partnerships between the decision-makers from space industry, service providers, organisations and user communities within participating Member States.

The ARTES Space Applications programmes are dedicated to funding and promoting the development of space-based applications, services and solutions for the needs of European citizens and society at large.

ARTES 20 INTEGRATED APPLICATIONS PROMOTION (IAP)

The ARTES 20 IAP programme is dedicated to the development, implementation and pilot operations of Integrated Applications. These are applications that combine (or 'integrate') data from at least two existing and different space assets, such as Satellite Communication, Earth Observation, Satellite Navigation, Human Spaceflight technologies and others.

ARTES 20 Integrated Applications projects cover Feasibility Studies and Demonstration Projects. Any organisation can propose to develop a new commercially promising space-based application or service. It may be e.g. a federation of users, a commercial company, a public body or a non-governmental organisation.

ARTES 3-4 SATCOM APPLICATIONS

The ARTES 3-4 Satcom Applications programme aims to support, develop and demonstrate activities in the Satellite Communication applications areas. Leading to fully operational, self-sustaining solutions, ARTES 3-4 Satcom Applications addresses the use of space-based components and services satisfying concrete user needs based on industry excellence.

ARTES 3-4 Satcom Applications projects cover Newcomers Initiatives, Satcom Application Projects and Study Activities. These projects reduce the technical and commercial risks for industry, which otherwise could hinder the development of new products and services. For ARTES 3-4, members of the European and Canadian Satellite Communication industry can propose to develop Satcom Applications.

ESA SUPPORT

The ARTES team offers expert advice from ESA specialists, the use of the Agency's telecommunications laboratories and its knowledge of other space assets. ESA:

- provides financial support as well as technical and business assistance
- collects user needs and derives requirements for appropriate space services
- acts as broker between space industry, service providers and user communities

Overview of the field of research proposed

Purpose:

The successful applicant will conduct high-quality research in an area that actively contributes to the understanding of key success factors of the macro and micro economic environment that lead to sustainability of small and medium size enterprises (SMEs) operating in the ESA member states territory with particular focus on the ARTES Space Applications programme.

Duties:

- The applicant will engage in original and objective research in an area that actively contributes to the understanding of key success factors of macro and micro economic environment that lead to sustainability of SMEs within ESA (SMEs). For example, the research may correlate key solvency and profitability indicators (micro-economy) of the firms and firm sectors under study to specific ESA, EU and/or national policies (macro-economy) thus indicating its success or failure. The research may therefore recommend possible way forward for changes and re-applications.
- The applicant will obtain access to industrial, national, European databases (i.e.Eurostat, Reuters...) to research and elaborate quantitative data.
- The applicant will develop surveys and contact companies and other institutions to increment the quantitative analysis with other qualitative information.
- In the elaboration of his research, the applicant will work closely with ARTES Space Applications project and business office colleagues to profile accurately the small and medium size enterprises involved in the ARTES Space Applications programmes and agree clear task objectives in the research;
- Regularly write research articles for peer-reviewed journals and potentially for book chapters and reviews.
- The research is aimed to contribute in improving the reach of the ARTES Space Applications programmes in the wider community.

Required qualifications

Applicants must have completed or approaching completion of their PhD (or equivalent) studies in Economics, Finance, Statistics or other Scientific domains capable to bring a structured research approach to the subject treated. Research experience and peer-reviewed publications in related topics for the fields of the research proposed is an asset.

Applicants should have good analytical and communication skills and should be able to work in a multi-cultural environment in an autonomous manner and as part of a team.

Applicants must be fluent in English and/or French, the working languages of the Agency. A good proficiency in English is required.

How to Apply

Please fill in the [online](#) application form attaching to it, **in one document only**, your CV, your motivation letter and your research proposal.

Candidates must also arrange for up to **three letters of reference** to be sent by e-mail, before the deadline, to the **temp.htr@esa.int**. The letters must be sent by the referees themselves. The candidate's name must be mentioned in the subject of the email.

Applications satisfying the general conditions for eligibility, to be submitted by **16 February 2015**, will be evaluated and successful applicants will be invited for an interview.

Interested candidates are highly encouraged to visit the ESA website: www.esa.int.