

## **The si-Cluster Business Development Ambassador Internship to develop the French-Greece relations in space domain**

### **Internship context:**

Aerospace Valley is a bi-regional non-profit competitiveness cluster dedicated to aeronautics, space and embedded systems. With its main office located in Toulouse, and a local office in Bordeaux, the cluster covers two geographically adjacent regions in the South-West of France: Midi-Pyrénées and Aquitaine. Aerospace Valley gathers 890 members from industry and research including amongst others 400 SMEs, as well as large corporate groups and OEMs, the major aerospace research establishments, engineering schools and local authorities. Overall, Aerospace Valley represents 1/3 of the French aerospace workforce totaling over 130,000 industrial employees in 1,600 industrial establishments. The annual turnover by companies related to the aerospace sector contributes to the overall economic development of Midi-Pyrénées and Aquitaine by 65% and 40% accordingly.

In terms of R&D activities, a total of 8,500 researchers and scientists are active on the Aerospace Valley territories: this represents 45% of the total French national R&D potential in the sectors of aeronautics, space and embedded systems.

Aerospace Valley has developed extensive links with other European and international aerospace clusters, including taking part in the European Aerospace Cluster Partnership (EACP) network as coordinator of the working group “Internationalization” and leading the Clusters Working Group in the NEREUS network on space activities. These ties with other European clusters have been reinforced through ongoing and past EC-funded projects. Outside Europe, the Aerospace Valley build relations with other clusters with the support of EC-funded projects, while bilateral cooperation agreements have been signed internationally with, amongst other, aerospace clusters in Montreal, Sao José dos Campos and Hamburg.

Aerospace Valley has been nominated as the National Contact Point for the thematic areas of transport, space and SME activities under the Horizon 2020 program. Finally, Aerospace Valley's has been recently awarded the Gold Label of the European Cluster Excellence Initiative (ECEI).

Concerning space, Aerospace Valley represents half of the French activities on the field, including the main facilities of CNES and Airbus Defense and Space, while Thales Alenia Space has also telecom facilities in Toulouse. In addition, more than 100 members of the Aerospace Valley are companies which deal with space infrastructures and applications. The main French research centers, universities and engineering schools dealing with space are also present in Toulouse.

The si-Cluster, established in 2009 as a joint initiative between Corallia and the Hellenic Association of Space Industries, is a Gold Labeled, industry-led and user-driven innovation cluster focusing on Space Technologies and Applications in Greece. It brings together 60+ members, with a strong competitive advantage and an active Quadruple Helix of all major Greek corporations, startups, academia, research centers, public agencies and the civil society.

The si-Cluster's Vision is to sustain a world class cluster and to place Greece amid the countries which currently develop cutting-edge space technologies and applications with a high international visibility, capable of developing and attracting high impact research, development and innovation and business activities.

The si-Cluster members cover a wide range of space-related thematic areas, including Microelectronics, Materials and Structures, Robotics, Operations, SatCom, Navigation, Earth Observation and Space Astronomy Satellite data exploitation and offers a wide range of upstream, midstream and downstream technologies for space.

**Internship objectives:**

The internship will be under the responsibility of the Aerospace Valley and the si-Cluster Management teams. The candidate shall be identified/proposed by the si-Cluster management team, and forwarded to the Aerospace Valley and the Bodossaki Foundation for further assessment. The candidate, when awarded the internship, shall then be hosted by the Aerospace Valley, where the internship shall actually take place with the following mission:

- Using the existing mapping available in Greece and in the Aerospace valley, identify the possible matching between the French and the Greek cluster members.
- Organize the promotion of the si-Cluster members in the Aerospace Valley and vice versa
- Organize B2B meetings in order to explore potential collaborations, particularly future collaborations such as future ESA programs and H2020 calls.
- Identify possible French-Greek collaborations under existing project framework such as: ESA Calls, H2020 calls, other structured research or industrial project initiatives.
- Identify and contribute to the writing of common proposals between the si-Cluster and the Aerospace Valley management and/or members.
- Explore and create new opportunities in other ICT sectors (augmented reality, serious gaming, creative content, microelectronics, etc) between Greek clusters and Aerospace Valley.

**Duration:** 6 months

**Beginning:** October 2018

**Location:** Aerospace Valley in Toulouse

**Profile:** Scientific profile (master or PhD)

**Competencies:** Open minded, strong interest for space, strong interest for innovation, general scientific knowledge, good communication capacity, C-Level English and French are mandatory.

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