



## European Global Navigation Satellite Systems Agency

For more information on GSA please consult our website:

<http://www.gsa.europa.eu/gsa/overview>

The European Global Navigation Satellite Systems Agency (GSA) has set up a selection procedure that aims to establishing a reserve list for:

### Market Development Officer

(Vacancy Reference Number: GSA/2019/622)

<b>Date of Publication:</b>	08/03/2019	<b>Deadline for applications:</b>	05/04/2019 11:59 a.m. (Prague Local Time)
<b>Type of Contract:</b>	Temporary Agent	<b>Grade/Function Group:</b>	AD 7
<b>Place of employment<sup>1</sup>:</b>	Prague (Czech Republic)		
<b>Contract Duration<sup>2</sup>:</b>	5 years with possibility of renewal	<b>Desired Start Date:</b>	As soon as possible
<b>Organisational Department:</b>	Market Development Department  subject to reassignment or reorganisation	<b>Reporting to<sup>3</sup>:</b>	Head of the Department
<b>Number of vacant posts to be filled:</b>	1 post  and establishment of a reserve list	<b>Possible reserve list valid until:</b>	31/12/2020  with possibility of extension
<b>Level of security clearance<sup>4</sup>:</b>	SECRET UE / EU SECRET		

<sup>1</sup> The initial **place of employment** shall be at the offices of the Agency in Prague, Czech Republic, subject to changes in the interest of the service and always under due consideration of the Staff Member's interests.

<sup>2</sup> The contract may be renewed for a fixed period and subsequently renewed for an indefinite period on the conditions set out in the Staff Regulations and in the Conditions of Employment for Other Servants (CEOS).

<sup>3</sup> The hierarchical **reporting line** may change in line with the developments of the GSA and department's organisation.

<sup>4</sup> The successful candidate must hold a valid **personnel security clearance** at the above defined EU level or be able and willing to apply for a security clearance immediately after the contract award. The procedure for obtaining a personnel security clearance shall be initiated on request of the employer only, and not by the individual candidate.

## 1. THE GSA AND THE MARKET DEVELOPMENT DEPARTMENT

The European GNSS Agency (GSA) is managing the operations and service provision for the European Global Navigation Satellite Systems (GNSS) EGNOS and Galileo. By developing a new generation of GNSS, Europe is laying the foundation for new high-technology industry development, leading to job creation and economic growth. These European flagship space programmes, which embody what can be achieved when Europe works together, are already bringing real benefits to people and business in Europe and around the world.

The GSA's core mission is to ensure that European citizens get the most out of Europe's satellite navigation programmes. The Agency does this by:

- Designing and enabling services that fully respond to user needs, while continuously improving the European GNSS services and infrastructure
- Managing the provision of services that ensure user satisfaction in the most cost-efficient manner
- Engaging market stakeholders to develop innovative and effective applications, value-added services and user technology that promote the achievement of full European GNSS adoption
- Ensuring that European GNSS (EGNSS) services and operations are thoroughly secure, safe and accessible

In this context, the Market Development Department main responsibilities are related to develop the market, innovative applications, value-added services and user technology that promote the achievement of full European GNSS adoption. Market Development main pillars are:

- Understanding the users, the market and the user-related technologies (for example via the publication of the GNSS Market Report, the GNSS User Technology Report and the User Consultation Platform)
- Fostering the creation of European GNSS market demand, engaging the main user communities, building and implementing adoption roadmaps, capturing the user needs and feedbacks for improving current services and designing the next generation of services
- Creating a competitive EU offer of applications and products that answer the demand, in particular via the Research and Innovation tools, delegated by the European Commission, and fostering the EU industry and SMEs
- The Market Development Department is organised by vertical market segments (e.g. Road, Rail, Maritime, LBS, Mapping & Surveying, etc.) that require specific expertise, supported by horizontal functions, e.g. the Research and Innovation coordination.

For more information on the GSA and the European satellite navigation programmes, click [here](#).



## 2. TASKS AND RESPONSIBILITIES

The Market Development Officer will manage projects related to market and technology monitoring, adoption and market uptake, as well as research and innovation.

She/he will have the following non-exhaustive list of tasks and responsibilities:

### **Market and technology monitoring to support EGNSS adoption strategies:**

- Analysis of GNSS market size, trends, prospects and segments, highlighting in this context the specific role of EGNSS and synergies with other space services
- Research on the satellite navigation value chain, including chipsets and devices manufacturers, products and applications developers, and service providers
- Contribution to the flagship GSA publications: GNSS Market Report and GNSS User Technology Report
- Analysis of GNSS technology trends and their evolution, including other technologies that complement GNSS
- Support to the User Relationship Management process, including the implementation of the periodic User Consultation Platform
- Definition of User Requirements by GNSS market segment, including the analysis and update of user requirements evolution and drivers
- Liaise with the Program teams to ensure consistency between Market Development and Service management activities

### **Implementation of market entry strategy for EGNSS:**

- Implementation of EGNSS adoption roadmap for the assigned market segment
- Management of consultations of stakeholders and analysis of the feedbacks
- Cooperation with chipset and receiver manufacturers, system integrators, device vendors, value added service providers and users
- Co-marketing activities with key players in the value chain
- Studies for technical feasibility analysis, including test campaigns and pilot projects with final users for validation
- Characterisation and implementation of marketing tools for EGNSS promotion

### **Management of EGNSS R&D project portfolio:**

- Preparation of technical specifications of R&D projects aimed at filling existing technology gaps by developing receivers and user terminals corresponding to the identified user needs and market situations
- Planning, management of projects, both in the area of user terminals and applications, coordination with other departments such as procurement and legal teams, with technical and business experts and interfacing the main stakeholders.

Furthermore, the Market Development Officer will contribute to other tasks of the Department as deemed necessary and to the overall GSA processes such as quality management and reporting.



### 3. PROFESSIONAL QUALIFICATIONS AND OTHER REQUIREMENTS

#### A. ELIGIBILITY CRITERIA

The selection procedure is open to applicants who satisfy the following eligibility criteria, on the closing date for application:

1. A level of education which corresponds to completed university studies<sup>5</sup> attested by a diploma when the normal period of university education is four years or more  
OR  
A level of education which corresponds to completed university studies attested by a diploma and at least one year of appropriate professional experience when the normal period of university education is three years
2. In addition to the above, appropriate professional experience<sup>6</sup> of at least **six years**
3. Be a national of a Member State of the European Union or Norway
4. Be entitled to his or her full rights as citizen
5. Have fulfilled any obligations imposed by the applicable laws concerning military service
6. Meet the character requirements for the duties involved<sup>7</sup>
7. Have a thorough knowledge of one of the languages of the European Union<sup>8</sup> and a satisfactory knowledge of another language of the European Union to the extent necessary for the performance of his/her duties
8. Be physically fit to perform the duties linked to the post<sup>9</sup>

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<sup>5</sup> Only study titles that have been awarded in EU Member States or that are subject to the equivalence certificates issued by the authorities in the said Member States shall be taken into consideration.

<sup>6</sup> Only appropriate professional experience acquired after achieving the minimum qualification stated in A.1 shall be considered. Where additional periods of training and study are accompanied by periods of professional activity, only the latter shall be considered as professional experience. Compulsory military service or equivalent civilian service accomplished after achieving the minimum qualification stated in A.1. shall be taken into consideration. Internships will be taken into consideration if they are paid. Professional activities pursued part-time shall be calculated pro rata, on the basis of the percentage of full-time hours worked. A given period may be counted only once.

<sup>7</sup> Prior to the appointment, the successful candidate will be asked to provide a Police certificate confirming the absence of any criminal record.

<sup>8</sup> The languages of the EU are: Bulgarian, Croatian, Czech, Danish, Dutch, English, Estonian, Finnish, French, Irish, German, Greek, Hungarian, Italian, Latvian, Lithuanian, Maltese, Polish, Portuguese, Romanian, Slovak, Slovene, Spanish, Swedish.

<sup>9</sup> Before a successful candidate can be appointed, s/he will be medically examined by a selected medical service so that the Agency will be satisfied that s/he fulfils the requirement of Article 28(e) of the Staff Regulation of Officials of the European Union.



## **B. SELECTION CRITERIA**

All eligible applications, according to the afore-mentioned criteria (part A), will be assessed against the requirements listed below.

The Selection Board responsible for this selection will determine the criteria to be assessed in the various phases of the selection procedure (assessment of the application forms, interview and written test) prior to being granted access to the names of the applicants. At least all essential criteria will be assessed during the applications evaluation phase.

Non-compliance with any of the Essential requirements may result in the exclusion of the candidate from the selection process. Advantageous requirements constitute additional assets and will not result in exclusion, if not fulfilled.

**When filling the application form, candidates are expected to include elements that demonstrate that their profile matches the requirements below.**

### **Essential requirements**

1. University degree in Engineering (e.g. telecommunications, electronics, aeronautics, GNSS or in a scientific field) or in Economics / Business. Another degree would be also acceptable, only if accompanied by a subsequent MBA or specialisation (e.g. Master in GNSS)
2. Experience in developing innovative technological products
3. Project management experience in international context
4. Experience in complex organisations and/or within the European institutional environment
5. Excellent command of both written and spoken English

### **Advantageous requirements**

6. Professional experience relevant to the market development of GNSS and/or other space-based applications/products/services
7. Experience in identifying user needs and translating them into user requirements during product or service definition
8. Knowledge of the GNSS market and its application market segments

### **Behavioural competencies**

9. Motivation
10. Excellent communication skills
11. Self-control under pressure in demanding situations
12. Good organisational skills and applying systematic management approach
13. Ability to deliver quality work independently and with a proactive attitude

## **4. SELECTION PROCEDURE**

The selection procedure includes the following steps:

- After registration, each application will be checked in order to verify that it meets the eligibility criteria.

- All eligible applications will be evaluated by a Selection Board based on the selection criteria defined in this vacancy notice.
- The candidates whose applications rank among the best-qualified in accordance with the selection criteria, may be contacted in order to verify (through an oral or written test) their studies, professional experience and/or other knowledge and competencies as indicated in their application form. This contact would be an intermediate step in pre-selecting the most suitable candidates. It does not however entitle candidates to be invited for an interview. The best-qualified candidates, those who obtained the highest number of points within the evaluation, will be short-listed for an interview. The minimum threshold is 65% of the total points.
- During the interview, the Selection Board will examine each candidate's profile and will assess their relevancy for this post. In order to support the evaluation via interview, shortlisted candidates will be required to undergo a computer-based written test relevant to the job content (the minimum threshold for this test is 50% of the total points allocated for it) and to complete part of the process in their second EU language. All candidates short-listed for an interview may also be requested to complete an online Business Attitude Questionnaire.
- Candidates will be requested to send prior to the day of the interview photocopies of all the supporting documents for their educational qualifications and employment necessary to prove that they meet the eligibility criteria. GSA has the right to disqualify applicants who fail to submit all the required documents.
- As a result of the interviews, the Selection Board will recommend the most suitable candidate(s) for this post to be placed on a reserve list. The minimum threshold to be placed on the reserve list is 65% of the total points.
- The best-ranked candidates will be invited for an interview with the Appointing Authority. The interview will focus on the overall suitability of the candidate for the post covering motivation, relevant technical and behavioural competencies, in line with the selection criteria established in the vacancy notice.
- The Appointing Authority will ultimately decide on the successful candidate to be placed on the reserve list and to be appointed to the post.
- The established reserve list may also be used for recruitment of similar posts depending on the Agency's needs. Where a similar post becomes available, the Appointing Authority may select applicants from the list according to their profile in relation to the specific requirements of the post to be filled. However, inclusion on the reserve list does not guarantee recruitment.
- If, at any stage of the procedure, it is established that any of the information the candidate provided is incorrect, the candidate in question will be disqualified.

<b>Indicative date for the interview and written test<sup>10</sup>:</b>	April/May 2019
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**Candidates are strictly forbidden to make any contact with the Selection Board members, either directly or indirectly. Any infringement of this rule will lead to disqualification from the selection procedure.**

<sup>10</sup> The date might be modified depending on the availability of the Selection Board members.



## 5. APPLICATION PROCEDURE

For applications to be considered valid, candidates must submit an email to [jobs@gsa.europa.eu](mailto:jobs@gsa.europa.eu) with a subject line of 'SURNAME\_Name\_Vacancy Reference Number' and which contains the Agency's approved application form (Download it here: <http://www.gsa.europa.eu/gsa/job-opportunities>).

This form must be:

- Completed in English
- Fully completed, pointing out the professional experience relevant to this position (incl. calculation of years, months)
- Printed, signed and clearly scanned (in one single document)
- Named as follows: SURNAME\_Name\_Vacancy Ref. number (e.g. SPENCER\_Marc\_GSA.2019.123)

The application will be rejected if it is not duly completed and signed.

**Further supporting documents showing evidence of the information given in the application will be requested at a later stage.**

No documents will be sent back to candidates.

**Applications must be sent to [jobs@gsa.europa.eu](mailto:jobs@gsa.europa.eu) and received by the deadline listed on page 01 of this vacancy notice at the latest, clearly indicating the vacancy reference number in the subject line.**

**Applications sent after the deadline will not be considered.**

Candidates are reminded not to wait until the final days before the closing date of applications' submissions. The Agency cannot be held responsible for any last-minute malfunction due to any overflow of the mailbox.

## 6. APPEAL PROCEDURE

If a candidate considers that he/she has been adversely affected by a particular decision, he/she can

▪ lodge a complaint under Article 90(2) of the Staff Regulations of Officials of the European Communities and Conditions of employment of other servants of the European Communities, at the following address:

European GNSS Agency (GSA)  
Human Resources Department  
Janovského 438/2  
170 00 Prague 7  
Czech Republic

The complaint must be lodged within 3 months. The time limit for initiating this type of procedure starts to run from the time the candidate is notified of the action adversely affecting him/her.

▪ submit a judicial appeal under Article 270 of the Treaty on the Functioning of the EU (ex Art. 236 of the EC Treaty) and Article 91 of the Staff Regulations of Officials of the European Communities to the:

European Union Civil Service Tribunal  
Boulevard Konrad Adenauer



Luxembourg 2925

LUXEMBOURG

For details of how to submit an appeal, please consult the website of the European Union Civil Service Tribunal: [http://curia.europa.eu/jcms/jcms/Jo1\\_6308/](http://curia.europa.eu/jcms/jcms/Jo1_6308/). The time limits for initiating this type of procedure (see Staff Regulations as amended by Council Regulation (EC) No 723/2004 of 22 March 2004, published in Official Journal of the European Union L 124 of 27 April 2004 — <http://eur-lex.europa.eu>) start to run from the time you become aware of the act allegedly prejudicing your interests.

- make a complaint to the European Ombudsman:

European Ombudsman

1 avenue du Président Robert Schuman

CS 30403

67001 Strasbourg Cedex

FRANCE

<http://www.ombudsman.europa.eu>

Please note that complaints made to the Ombudsman have no suspensive effect on the period laid down in Articles 90(2) and 91 of the Staff Regulations for lodging complaints or for submitting appeals to the Civil Service Tribunal under Article 270 of the Treaty on the Functioning of the EU (ex Art. 236 TEC). Please note also that, under Article 2(4) of the general conditions governing the performance of the Ombudsman's duties, any complaint lodged with the Ombudsman must be preceded by the appropriate administrative approaches to the institutions and bodies concerned.

## 7. SUMMARY OF CONDITIONS OF EMPLOYMENT

### I. FINANCIAL ENTITLEMENTS

The remuneration consists of a basic salary<sup>11</sup> and, where applicable, additional allowances<sup>12</sup>, paid on a monthly basis and reimbursements<sup>13</sup>, paid upon their evidenced occurrence.

The sum of the basic salary and the applicable additional allowances is weighted by the correction coefficient applicable for the location of the post<sup>14</sup>. The sum of usual social deductions from salary at source is subtracted from the weighted amount<sup>15</sup>. The full pay is exempted from the national income tax, but is subject to the internal income tax and the solidarity levy<sup>16</sup>.

<sup>11</sup> As per Articles 92 and 93 CEOS.

<sup>12</sup> **Household allowance** (e.g. if you have a dependent child or you are married and your spouse's income is below a defined threshold); **Dependent child allowance** (e.g. if you have a child under the age of 18 or between 18 and 26, if in specified training programme); **Education allowances** (in very specific cases) or **Payment of the education fees** applicable to the educational institutions GSA has an agreement with (currently more than 17 international schools in the Czech Republic and France); **Expatriation allowance** (16% of the sum of basic salary and other applicable allowances).

<sup>13</sup> If staff member is requested to change the residence in order to take up duties, s/he will be entitled to: **reimbursement of the travel costs**; **temporary daily subsistence allowance** (e.g. EUR 43.11 for up to 10 months or EUR 34.76 for 120 days, if no dependents); **installation allowance** (depending on personal situation, 1 or 2 months of the basic salary – paid upon successful completion of the nine-month probationary period).

<sup>14</sup> Currently **correction coefficients** for the GSA duty locations are: 83% for CZ, 116.7% for FR, 109.9% for NL, 91.7% Spain. The coefficient is updated every year, with retroactive effect from 1 July.

<sup>15</sup> Pension (10%); health insurance (1.70%); accident cover (0.10%); unemployment insurance (0.81%).

<sup>16</sup> Currently: income tax: tax levied progressively at a rate of between 8% and 45% of the taxable portion of the salary; solidarity levy: 6%.





Examples of net monthly salaries (as currently applicable in Prague) are presented below:

<b>AD7 - Step 1 (less than 9 years of work experience)<sup>17</sup></b>		
<b>a) Minimum final net salary (without any allowances)</b>	<b>b) Final net salary with expatriation allowance</b>	<b>c) Final net salary with expatriation, household and 1 dependent child allowance</b>
<b>3,910.56 EUR</b>	<b>4,724.43 EUR</b>	<b>5,549.22 EUR</b>

<b>AD7 - Step 2 (more than 9 years of work experience)<sup>17</sup></b>		
<b>a) Minimum final net salary (without any allowances)</b>	<b>b) Final net salary with expatriation allowance</b>	<b>c) Final net salary with expatriation, household and 1 dependent child allowance</b>
<b>4,051.15 EUR</b>	<b>4,899.22 EUR</b>	<b>5,737.24 EUR</b>

## **II. LEAVE ENTITLEMENTS**

Staff is entitled to annual leave of two working days per each complete calendar month of service plus additional days for the grade, age, home leaves for expatriates and an average of 16 GSA public holidays per year.

Special leave is granted for certain circumstances such as marriage, moving, elections, birth or adoption of a child, serious sickness of spouse, etc.

## **III. SOCIAL SECURITY**

The pension scheme provides a very competitive pension after a minimum of 10 years of service and reaching the pensionable age. Pension rights acquired in one or more national schemes before starting to work at GSA may be transferred into the EU pension system.

GSA's benefits include an attractive Health insurance: staff is covered 24/7 and worldwide by the Joint Sickness Insurance Scheme (JSIS). Staff is insured against sickness, accident and occupational disease, and could be entitled to unemployment and to invalidity allowances.

## **IV. PROFESSIONAL DEVELOPMENT AND BENEFITS CONTRIBUTING TO WORK-LIFE BALANCE**

GSA aims at creating and maintaining a supportive and healthy work environment that enables staff members to have balance between work and personal responsibilities, for example through flexible working time arrangements.

GSA also offers a wide range of training courses to develop staff members' personal skills and keep in touch with the latest developments in their field. The training and professional development opportunities are attuned to the career plan and requirements of the departments.

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<sup>17</sup> Please note that the numbers in examples b) and c) are indicative and net monthly remuneration varies depending on the personal, life and social situation of the incumbent. **The various components of the remuneration are updated every year, with retroactive effect from 1 July.**



## 8. COMMITMENT

### **Declaration of commitment to serve the public interest independently:**

The jobholder will be required to make a declaration of commitment to act independently in the public interest and to make a declaration in relation to any interest that might be considered prejudicial to his/her independence.

The jobholder will be required to carry out his/her duties and conduct him/herself solely with the interests of the European Union in mind; he/she shall neither seek nor take instruction from any government, authority, organisation or person outside his/her institution. He/she shall carry out the duties assigned with objectivity, impartiality and loyalty to the European Union.

### **Commitment to promote equal opportunities:**

The Agency is an equal opportunities employer and strongly encourages applications from all candidates who fulfil the eligibility and selection criteria without any distinction whatsoever on grounds of nationality, age, race, political, philosophical or religious conviction, gender or sexual orientation and regardless of disabilities, marital status or other family situation.

## 9. DATA PROTECTION

The personal information GSA requests from candidates will be processed in line with Regulation (EU) N° 2018/1725 of the European Parliament and of the Council of 23 October 2018 on the protection of natural persons with regard to the processing of personal data by the Union institutions, bodies, officers and agencies and on the free movement of such data (repealing Regulation (EC) N° 45/2001 and Decision N° 1247/2002/EC). <https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32018R1725&from=EN>

The purpose of processing personal data which candidates submit is to manage applications in view of possible pre-selection and recruitment at GSA. All personal data collected will only be used for this purpose and will in no case be transmitted to any third party. Any data provided will be treated in the strictest confidence and with high standards of security.

Applicants' documents will only be kept for as long as it is mandatory to fulfil the requirements of existing auditing/control procedures applicable to GSA.

Applicants have a right to access their data. They have a right to update or correct at any time their identification data. On the other hand, data demonstrating compliance with the eligibility and selection criteria may not be updated or corrected after the closing date for the respective selection procedure.

Applicants are entitled to have recourse at any time to the European Data Protection Supervisor (<http://www.edps.europa.eu>; [EDPS@edps.europa.eu](mailto:EDPS@edps.europa.eu)) if they consider that their rights under Regulation (EC) N° 2018/1725 have been infringed as a result of the processing of their personal data by the GSA.

<https://www.gsa.europa.eu/privacy-policy>