



# Senior Business Development Manager

EISCAT AB

## **We are looking for a person – not just a profile**

EISCAT AB stands at a pivotal moment in its development. As a world-leading research infrastructure operating advanced radar systems in the Arctic, jointly owned by Sweden, Norway and Finland, EISCAT combines scientific excellence with international collaboration and public-sector governance.

We are now seeking a Senior Business Development Officer who is motivated by the rare opportunity to shape how a globally unique scientific organisation evolves – from a primarily research-driven infrastructure into a broader platform for international cooperation, strategic partnerships and sustainable development.

This is not a role for someone simply seeking the next career step. It is a role for someone who is intellectually curious, strategically minded, and motivated by working at the intersection of science, policy, and international collaboration.

## **About the role**

In this position, you will take on a central and highly strategic function in EISCAT's continued development. You will work closely with senior management and external stakeholders to identify, develop and realise new forms of collaboration—ranging from governmental agreements to research partnerships and carefully selected commercial engagements.

The role spans both conceptual and operational dimensions: from shaping long-term business models and partnerships to engaging in high-level negotiations and translating ideas into formal agreements.

## What you will contribute

- Identifying and developing new international collaborations
- Driving business opportunities from early dialogue to agreements
- Designing sustainable business models and funding structures
- Managing complex stakeholder relationships
- Supporting negotiations and strategic decision-making
- Representing EISCAT in international forums

## Who you are

We place particular emphasis on the person behind the CV. The ideal candidate combines analytical sharpness with strong judgement and the ability to build trust in complex environments.

- Integrity, discretion and professional maturity
- Intellectual curiosity and interest in scientific impact
- Structured, self-driven and initiative-taking
- Strong interpersonal and cross-cultural skills

## Background and experience (considered valuable)

- Advanced academic degree (MSc or PhD preferred)
- Experience from research, government or international organisations
- Experience in negotiations or partnerships
- Understanding of research funding or business models

## Why this role matters

At EISCAT, you will work in an international and intellectually stimulating environment and contribute to research infrastructure of global importance while engaging with governments, academia and industry.

## Practical information

Location: Kiruna, Sweden

Employment: Full-time, permanent

Travel: Regular international travel expected

## Application

Please submit your CV together with a short cover letter in one PDF document outlining your motivation and relevant experience at [www.adecco.se](http://www.adecco.se). Any questions, feel free to call

senior recruitment consultant Stefan Wangdell at +46 76 138 48 17 or mail  
[Stefan.wangdell@adecco.se](mailto:Stefan.wangdell@adecco.se)

We will review and have interviews ongoing, submit application at latest 2026-06-07.