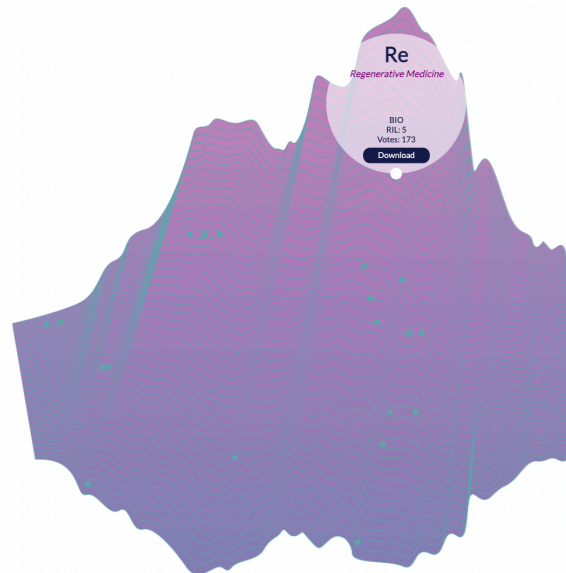


**LINKNOVATE**

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## R&D PROJECT MANAGER

Hybrid position (Remote work 3 d/week & 5d/week for candidates outside Galicia).  
A Coruña, Galicia

Linknovate has been quite successful as a startup in attracting public funding at the highest level: H2020 (SME Instrument and 6 other grants), Torres Quevedo & Doctorado Industrial at national level. **We are looking to take our R&D grant writing & execution efforts to the next level, by incorporating a young candidate (less than 30 years old) with European expertise.**

COMPANY CONTEXT: In 2020, even with Covid we have grown our revenue considerably, and most importantly, we have expanded our product portfolio and are ready to take it one step further, with the help of the right R&D projects and grants. We are very selective on what we apply for and the projects we participate in. We rarely lead EU or national grants, but have a limited role aligned with our product roadmap. We want to maintain this profile but open the scope now that our portfolio and execution capabilities are bigger.

We want someone experienced but motivated to get his/her hands dirty and to get in depth into the tech of the future, that is to say: software and industry digitalization. This role is unique in the sense that we provide a career path open to Product Management, Business Development and Digital Marketing & Growth Hacking down the road, if the candidate wants to broaden her personal development. If not, there will be plenty of opportunities to grow the R&D Management team itself!

We want you to be able to start small, taking care of your own tasks, setting your own milestones and objectives and be resourceful. We do not expect you to know it all, and have done or tried it all before, that is why you will have the help and support of our management team and of two consulting companies. We want you to be successful and end up working with a small team of one of these 2 options: R&D Management or Business development & Partnerships.

We do not believe in positions with only one focus: we are a small (but very ambitious) company, so we want people able to dress different hats, and able to find smart, cost-effective solutions to problems. We also think it's the best way to provide the best professional career development to our team members, so that you are not hyper-specialized in niche repetitive tasks. We want you to feel part of the team, and help us grow by selling our software product and services to companies all around the world.

This is why we believe there are 3 absolute needs:

1. Advanced English (B2 is not enough unless you've been abroad)
2. Have >3 years experience in R&D Project Management and Execution & Proposal writing.
3. Be <30 years old & deeply interested in science and tech.

If you are looking to make an impact at a startup company, and make it grow x10, we may be looking for you... because it is very possible we can do it together.

### About us

Founded in 2012, at [Linknovate](#) we have built a "search engine for innovation monitoring". We have been selected by StartX (Stanford University incubator) for their program in 2013, by Microsoft Accelerator in Berlin in 2016, and have recently been awarded multiple European Commission H2020 grants and awards (at national and European level).

We kept building the foundations of our very complex product developments (machine learning, data mining) and pivoted in 2018 to our current focus, which paid off. We now want to keep improving our product portfolio, and also be open to the ideas and expertise that the candidate will bring to the team.

### Our mission

Dramatically improve how innovation works today at companies, from search & discovery, to innovation monitoring.

1. Facilitate our clients finding, screening and getting in touch with new partners (e.g. other companies, startups, university groups, etc). This is where our main product **InnoScout** aims at: <https://www.linknovate.com/inno-scout/>
2. Enable our clients with more powerful and systematic monitoring of innovation in a given topic, this is where our newest product **InnoBits** aims at: <https://www.linknovate.com/inno-bits/>

### Our team

[Linknovate](#) is a startup, based in A Coruña. Because we have first founded the company in Palo Alto (CA) we (try to) maintain an international and scalable perspective to anything we do. We have been around for over 10 years now. The founding team is:

[Manuel Noya](#), (CEO), an ex-International Fellow in SRI International (Stanford, CA).

[Javier Cambón](#), ex-BCG consultant and ex-product director in 3 startups in San Francisco (CA). Stanford University MBA (Advisor)

[Dr Javier Parapar](#) (CTO), Assoc. Professor in Univ. de A Coruña, leads the technical team.

José López (Senior software engineer, Advisor)

Our Technical team:

Diego (sr software engineer) & Dr Eduardo Ares (sr software engineer)

Juan Manuel (software engineer) & Jorge Gabín Suarez (jr software engineer, full-time)

Our Business Development & Marketing team:

Dr Klaas Wurzburg (sr sales & customer success) & Dr Victor Valcarcel (sr business development)

Gustavo (sr operations) & José Noya (sr advisor) & Antonio Diaz (sr sales) & Judith Biyang (sr marketing)

Our goal is to hire you, our new R&D Project Manager / Technologist, to help us grow by getting us in the right proposals and help lead the execution of these projects from start to end.

## OFFER

### Responsibilities

- Leadership. The role requires you to execute in a small team that will help you in your duties as R&D Project Manager. There are no hierarchies: Klaas & Victor (Sr Project Managers) and Gustavo (Sr Operations) will help from the biz dev & sales side, as well as Manu (CEO).
- Identify the low hanging fruit: there are 100 good ideas to test & build, you need to prioritize.
- Keep it simple & lean, prove that there are signals that indicate your idea would work before we commit resources to it. You need to lead, that means motivating others to follow you and invest their time.
- Be relentless, be patient, bring energy. Every. Single. Day.
- More responsibilities will come as we grow the team: the more you help grow our client base & projects aligned with our product, the more resources you will have by your side.

### Skillset we are looking for

- You are interested in the world of science & technology (and startups).
- Interested in wearing multiple hats, from R&D to PM to sales to communication/marketing.
- Understanding the user is a critical thing. Customer success/customer support will not be your top priority in your day-to-day, but will be \*one of the\* priorities.
- English: you have an advanced level, and are able to handle conference calls, conversations and can write a grant section while taking a cup of coffee.

### Mindset we are looking for

- “Lean startup” / agile mindset.
- We look for people wanting to be excellent at what they do, with professionals by their side
- If you want to transition from a medium/big agency or consulting co we understand you, welcome back from the dark side :)
- We expect you to have ideas, and test them quickly so that we can take them to our users and come back with feedback to iterate.
- Iterate means that you need to be willing to throw some of your work to the trash in order to improve and create something people actually use and want.
- “Roll-up your sleeves” mindset. We are looking for a team player.

### Experience we are looking for

- **Mid-level experience (2,5-5 years of relevant experience).** You participated in a small or medium size R&D Project Management or R&D&i Consulting Company helping draft, write, execute and justify European projects.

### What we offer

- Meaningful work. To brag briefly: we’ve lost track of the number of people who have told us our product could change how innovation processes happens in companies (today is a very “random and handcrafted process”).
- Meaningful work. You get to see and talk to a thousand innovation and strategy directors and executives from very relevant and innovative companies, many of them are known brands for everyone.
- Meaningful work. Did we say Meaningful work? No, really, there are people that just settle for helping sell new printers, new smartphones, or more jerseys. We are talking about supporting innovation, and tools to “monitor” trends and cutting edge tech using data mining, ML and search.

- Flexibility for traveling, flexibility to create your own work schedule, and flexibility to work from home multiple days of the week (3d/week and after 2 years 4d/week -- remote work 5 days a week during Covid situation, of course). Coruña is our base office.
  - ◆ Candidates outside of Galicia: Flexibility to work remotely 5d/week, with 1 travel to Coruña every 2-3 weeks during the 1<sup>st</sup> year. Travel estimated once a month afterwards.
  - ◆ Flexibility to allow you to work in (some of) the tasks you are most interested in. There are 100 things we want to try, why not start with (some of) the ones you care the most. People work more / better in their passions
- This is rare opportunity for a role in R&D Project Management where you can transition to a product oriented role with time (optionally). A role that is practical and hands-on, connected with the world of internet, innovation and prototyping / launching new projects.
- **At a practical level: we offer a Fixed Salary plus Bonus.**
- **Stock options are contemplated after a 3-year period in the company.**
- **Fixed salary depending on experience, location and fit with the role.**
- **English classes: we offer classes (1-2 days/week) with an online academy, optional.**
  - **A. Mid-level experience (2,5-5 years): 25,000-33,000 €. Bonus based on past experience & on performance.**

To apply shoot me an email, or connect with me (or with our CEO, Manuel Noya) in LinkedIn. We only ask for one thing: think a bit why you'd like to come to work with us, we prefer short but honest motivation letters than long standard ones.

**Gustavo Viqueira**

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