



**“Support to satellite navigation services  
development and use in Africa” Programme**

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**Joint Programme Office (JPO)**

## **Vacancy Notice**

**N° JPO/WP02/2024/VAC/HMD01**

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**Head of Market Development**

## 1. Position information

<b>Position title</b>	<b>Head of Market Development</b>
<b>Vacancy notice</b>	JPO/WP02/2024/VAC/HMD01
<b>Duty station</b>	Dakar, Senegal
<b>Application deadline</b>	29/11/2024
<b>Date for entry in duty</b>	From 01/01/2025
<b>Eligibility</b>	National of African Union member States <u>Eligible to be a resident and obtain a work permit in Senegal</u>
<b>Special notice</b>	The "Support to satellite navigation services development and use in Africa" Programme is supporting gender equality, and women and girl's empowerment. Female candidates are strongly encouraged to apply for the position.

## 2. Support to satellite navigation services development and use in Africa

The "Support to satellite navigation services development and use in Africa" Programme, co-funded by the European Commission (EC) and the Agency for Air Navigation Safety in Africa and Madagascar (ASECNA) in the frame of the Africa – EU Space partnership programme, aims to enhance, as far as satellite navigation is concerned, the African institutional and innovation space cooperation framework.

This objective is broken down into two (02) components:

- Component I:  
Support to the development and provision of Satellite-based Augmentation System (SBAS) services in Africa, and to their integration into the regional strategies and planning
- Component II:  
Support to the adoption and use of Global Navigation Satellite System (GNSS) services in Africa and to the development of corresponding applications and markets

The achievement of the Programme objective, its expected results and the performance of its related activities, are entrusted to a pan-African project team of experts, the SatNav Africa Joint Programme Office (JPO), which office is hosted by ASECNA in Dakar, Senegal.

The main beneficiaries of the Programme include the African Union institutions, including the African Commission Commission (AUC) and the African Space Agency (AfSA), the African Civil Aviation Commission (AFCAC), the International Civil Aviation Organisation (ICAO), the Arab Civil Aviation Organisation (ACAO), the Regional Economic Communities, the national Space Agencies, Air Navigation Service Providers (ANSPs) and Airlines.

Beneficiaries also include institutional, academic and industrial actors in the sectoral value chains beyond aviation, such as agriculture, maritime, geolocation/mapping, and drones.

The end beneficiaries include the air transport and other sectors end-users and the African citizens in general who will benefit from the positive economic and environmental impact of improved safety, cost reduction, lower carbon emission, increased connectivity, job creation, etc.

The governance of the Programme is provided through a Steering Committee, co-chaired by the African Union Commission and the European Commission in the frame of the Africa-EU Space Strategic Partnership.

The Programme is seeking to recruit an expert to act as Head of Market Development within the JPO team.

### **3. Major duties and responsibilities**

The incumbent will contribute to the implementation of the Programme to achieve its objective and expected results, ensuring strategic and team management in the field of satellite navigation market development.

He/she will act as Head of Market Development within the JPO team providing technical expertise in the field of satellite navigation. He/she will be reporting functionally to the Director of the JPO team.

He/she will interact with all the other members of the JPO team as well as with external organisations concerned with the implementation of the Action.

The main responsibilities for the position will include:

1. Manage the GNSS market development and user's uptake activities
2. Plan, direct, coordinate and oversee the activities related to GNSS market evaluation and monitoring, promotion and adoption of GNSS services, demonstrations, development of academic and industrial capabilities, GNSS policies development, international standardisation, and GNSS contribution to other space applications
3. Provide advise to the Director of the JPO team on policy, institutional, strategic, and economic issues
4. Manage the cross-cutting legal issues within the JPO activities, including those related to the development of the working arrangements with the beneficiaries
5. Contribute to the support to the African SBAS programme(s) (e.g. ANGA) and to the political mobilisation and ownership, and the integration of SBAS services into continental and regional strategies and planning
6. Contribute to the promotion of the Programme and of the JPO team
7. Contribute to the activities covered by the Programme related to the development of the JPO capabilities under the aegis of the African Space Agency
8. Report periodically to Director of the JPO team on tasks progress

## 4. Qualifications and experience

### **Education :**

Essential :

- Master's degree in Economics

Desirable:

- Degree in Transport Law or Space Law
- Knowledge of aviation operations
- Knowledge of GNSS or other space applications

### **Professional experience:**

Essential:

- Ten (10) years or more of professional experience in economics and/or market development and user's uptake

Desirable:

- Experience in satellite navigation
- Experience in transport law or space law
- Experience in the Galileo and/or EGNOS and/or other SBAS programmes
- Experience in working in international (or similar) organisations in Africa

### **Languages:**

Essential:

- Language 1: French or English: Proficiency user, CEFR<sup>1</sup> C1 level
- Language 2: French or English: Independent user, CEFR B1 level

### **Market development:**

Essential:

Ability to:

- develop, organise, and steer detailed projects in GNSS market development and user's uptake
- analyse and monitor GNSS applications and markets, focusing on the new and changing dynamics of the sector, including start-ups and disruptive approaches
- develop innovative GNSS business cases and financial models aiming at the uptake of GNSS services and the support of prospective users
- design and implement roadmaps for uptake in the GNSS market segment(s)
- build and manage network of GNSS users, including organisation of user consultation processes
- design and implement strategies to foster the entrepreneurship and start-ups, and to develop GNSS competencies in Africa

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<sup>1</sup> Common European Framework of Reference for Languages (CEFR)

- manage research and innovation downstream projects in the field of innovative applications and user technology that promote the achievement of GNSS adoption in Africa
- develop GNSS policies and deliver capacity building and training activities

**Law:**

Essential:

Ability to:

- prepare and manage working arrangements with beneficiaries

Desirable:

Ability to:

- support and provide legal expertise on the provision and use of GNSS services

**Digital:**

Essential:

- Advanced experience in using computers, including latest digital communication and document production tools (office software, VoIP software, ...)
- Advanced skills with advanced digital content (text, tables, database, ...) production

Desirable:

- Knowledge of Project Management Software Tools (Microsoft Project or similar), and database Management (Excel, Access, SQL, PowerBI or equivalent)

## **5. Personal qualities**

Ability to:

- demonstrate professional competence and mastery of subject matter, to work autonomously and confidentially, to be results driven, to make realistic commitments, to meet deadlines, to show persistence when faced with difficult situations or challenges, and to work under stressful situations
- work in a multicultural environment, to work collaboratively with colleagues to achieve project goals, to solicit input by genuinely valuing others' ideas and expertise, to share credit for team accomplishments, and to accept joint responsibility for team shortcomings
- speak and write clearly and effectively, to exhibit interest in having two-way communication, to address a wide audience, and to be eager to share information and to keep people informed.
- take ownership of all responsibilities and honour commitments, to deliver outputs within prescribed time, cost and quality standards, and to operate in compliance with organisational regulations and rules.

## 6. Conditions of employment

Applications are opened to nationals of the African Union member States.

The post is to be filled on a fixed-term basis until March 2027. It may include a probation period of three (03) months.

Remuneration will be defined in accordance with the conditions applicable to the Programme and depending on the experience of the incumbent.

The type of employment contract may differ according to the status of the incumbent. This can include consultancy contract.

## 7. How to apply

Interested candidates must complete an application dossier which shall include:

- Curriculum Vitae (CV)
- Motivation letter
- Passport copy
- Copies of diploma(s) and certificate(s)
- Recommendation letter(s) (optional)

The CV shall be compliant with the Europass CV format and be created using the CV builder available here:

<https://europa.eu/europass/eportfolio/screen/cv-editor?lang=en>

*Notes:*

*Instructions and guidelines for filling the CV can be found here:*

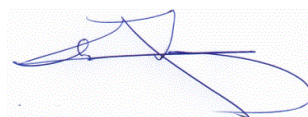
<https://europass.europa.eu/en/create-europass-cv>

Applications dossier shall be submitted electronically, by not later than November 29, 2024 (18:00 UTC) to: [vacancy@satnav-africa.com](mailto:vacancy@satnav-africa.com)

The "Support to satellite navigation services development and use in Africa" Programme reserves the right not to uphold the present vacancy notice.

**12 novembre 2024**

**Director of the Programme**



**Ceubah GUELPINA**

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