Job Description

R&D Project and Business Development Specialist

DATE	**18/08/2026**

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SEDE SOCIAL: GIJÓN

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OTRAS SEDES: LLANERA

Parque Tecnológico de Asturias
C/ Ablanal, 8
33428 Llanera, Asturias
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1 Job overview

Title: R&D Project and Business Development Specialist

Level: Employee

Management responsibility: No

Sensitivity level: High

Location: Avilés, Spain

Start Date: Immediate

2 About us

Fundación IDONIAL, since 2019.

Centro Tecnológico Fundación IDONIAL provides comprehensive, tailor-made solutions in materials development, advanced manufacturing, and the digital industry through technological development and innovation.

To achieve this, the centre relies on an extensive technological portfolio geared toward corporate needs—applicable across a wide range of industrial sectors—and a highly skilled, multidisciplinary team driven by a passion for R&D and innovation.

Mission:

To act as a driver and accelerator for Spanish industry through the development, integration, and transfer of knowledge and advanced technology. IDONIAL aims to be the benchmark technological partner for the industry, boosting its competitiveness, sustainability, and innovation capacity via applied research and advanced solutions in materials, manufacturing, and digitalization.

Purpose:

To guide the industry through the dual transition toward sustainability and digitalisation, generating economic and social impact while strengthening the ecosystem with innovative solutions to address global technological challenges.

Values:

Excellence, Creativity, Collaboration and Transparency.

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3 Candidate profile

KEY REQUIREMENTS	**Education:** Bachelor's + Master's Degree **Experience:** Processes and technologies related to multifunctional materials. Experience in proposal drafting and commercial prospecting. Experience in managing R&D&I projects Expertise in budget management and contract negotiation. Strategic and business vision Communication skills
PREFERRED QUALIFICATIONS	Degree in Materials Engineering, Industrial Engineering, Chemistry, Physics, Materials Science, or equivalent. PhD Degree Industrial Experience
Principles	• Integrity • Responsibility • Trust
Values	• Honesty • Empathy • Transparency • Respect (for people and legality) • Creativity • Rigorousness • Unity • Passion
Soft skills	• Conflict analysis and resolution • Interpersonal and public communication • Confidentiality • Teamwork • Leadership • Assertiveness • Ability to work in complex and goal-oriented environments • Challenge-oriented • Positive and constructive attitude • Vision • Innovation

LANGUAGES
Spanish and English: minimum level C1. A third language (minimum level B2) will be valued.

4 Key Responsibilities

Their mission is to identify project lines and translate the technical capabilities of the Multifunctional Materials Area into high-value proposals.

The main functions include:

1. Participate in defining the market and commercial strategy of IDONIAL.
2. Implement the defined strategy within the organisation regarding projects and the development of opportunities under R&D&I and market programs.
3. Identify and analyse customer needs as well as R&D&I opportunities for the assigned line of activity, building loyalty with current clients and conducting business meetings and site visits.
4. Perform market prospecting, conducting studies and analyses on market trends and movements, and proposing actionable plans and measures.
5. Search for regional, national, and international R&D opportunities, calls for proposals, and funding programs, identifying new projects, markets, and segments, and promoting them internally.
6. Manage initiatives for the assigned activity line, including attending trade fairs, congresses, and innovation forums, establishing alliances and commercial agreements, building partnerships with companies, public institutions, technology centres, and public administrations, and assisting in organizing dissemination events.
7. Generate project proposals and commercial offers, from idea generation to full proposal development—contributing to state-of-the-art analysis, partner search and outreach, budgeting, and preparing any other commercial documentation.
8. Collaborate with the technical teams of the Multifunctional Materials Department to identify project lines and translate technical capabilities into value propositions.
9. Promote information sharing with other activity lines within the organization, fostering cross-collaboration across all technical areas and units.
10. Carry out any other complementary tasks within your scope of action necessary for the proper functioning of the Department/Unit.

5 What we offer

- Flexible working hours; intensive workday on Fridays.
- Intensive workday for 3 months during the summer.
- Work-life balance program.
- Remote work 1 day a week or 2 afternoons a week.
- Medical insurance after 5 years of tenure.
- Shared vehicles available for commuting/travel.
- Subsidized catering for meals during the winter schedule.