Position: Robotics & AI Business Developer (M/F/X)

Hybrid/In-Person
Full-time

What is FARI

FARI is a non-profit university institute on AI, data and robotics focused on the Common Good. We are jointly initiated by two Brussels universities (VUB & ULB) – uniting the interdisciplinary expertise across 10 research groups on AI, data, robotics, social sciences, ethics, and law.

We use Brussels as a laboratory to do research together and build bridges with public administrations, industry, and citizens, promoting urban and sustainable AI, with a focus on urban and public priority domains such as health, mobility, climate and energy, participatory and inclusive society.

About the team

The FARI Central support team helps both ULB and VUB researchers in their research and innovation projects, as well as companies and public administrations in the digital transition of society. How will and can AI, Data and Robotics make a difference in making our society more sustainable? To help the FARI research community as well as the stakeholders we work with (citizens, public administrations, companies), we are expanding this team with scientific staff that is based BeCentral to build a stronger institute and develop new services to support open innovation activities and the FARI objectives.

Role Overview

FARI is seeking an entrepreneurial Robotics & AI Business Developer to help advance our mission of fostering robotics for the common good. This role is essential for bridging the gap between technical innovation and practical application, driving collaborations, and ensuring the sustainability and growth of our robotics initiatives. The Business Developer will work closely with a Robotics Engineer to support project development, establish strategic partnerships, and secure funding opportunities. You will work closely with FARI's Academic Experts in and around Robotics, control and automation (Technical: Brubotics, SaaS, ETRO, IRIDIA; Social Sciences & Law: SMIT, Perelman – Smart Law Hub). You will work with AI groups (MLG, AI Lab). Please note: this position will be at the VUB side, and the hiring process will respect the rules applicable for this institution.

Key Responsibilities:

- Develop and implement strategies to build partnerships with academic institutions, local organizations, and industry stakeholders.
- Identify and apply for funding opportunities, including European grants, to support robotics initiatives.
- Assist in the development and management of robotics projects, ensuring alignment with organizational goals.
- Promote FARI's robotics & AI vision and projects to external stakeholders and partners.
- Conduct market research to identify trends, opportunities, and potential collaborators in robotics and related fields.
- Organize and participate in networking events, conferences, and workshops to showcase FARI's capabilities and build partnerships.
- Support the technical team in translating research outputs into practical, scalable solutions.

Qualifications:

- Degree in Business Administration, Engineering, or a related field with a strong understanding of technology and innovation ecosystems
- Experience in business development, project management, or a related field.
- Knowledge of the robotics domain and its societal applications is a strong plus.
- Excellent interpersonal and communication skills, with the ability to build and maintain relationships with diverse stakeholders.
- Strong organizational and multitasking abilities, with attention to detail.
- Experience with European funding mechanisms and grant writing is highly desirable.
- A proactive and entrepreneurial mindset with a passion for creating impact through technology.

Why Join FARI?

- Collaborate with a vibrant and innovative team dedicated to AI, Data, robotics for societal benefit.
- Play a key role in shaping the future of robotics through strategic partnerships and impactful projects.
- Opportunity to work on cutting-edge initiatives that blend technology, research, and community engagement.

This is full-time position.

Deadline of Application: April 15, 2025

Earlier start: May 1, 2025

To apply, send your short letter of motivation and CV to info@fari.brussels