367_25_DIR_IBD_PKAM

Job Reference

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Position

Public Bodies Key Account Manager - AI Factory

Data de tancament

Dimecres, 25 Juny, 2025
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About BSC

The Barcelona Supercomputing Center - Centro Nacional de Supercomputación (BSC-CNS) is the leading supercomputing center in Spain. It houses MareNostrum, one of the most powerful supercomputers in Europe, was a founding and hosting member of the former European HPC infrastructure PRACE (Partnership for Advanced Computing in Europe), and is now hosting entity for EuroHPC JU, the Joint Undertaking that leads large-scale investments and HPC provision in Europe. The mission of BSC is to research, develop and manage information technologies in order to facilitate scientific progress. BSC combines HPC service provision and R&D into both computer and computational science (life, earth and engineering sciences) under one roof, and currently has over 1000 staff from 60 countries.

Look at the BSC experience:
[BSC-CNS YouTube Channel](#)
[Let's stay connected with BSC Folks!](#)

We are particularly interested for this role in the strengths and lived experiences of women and underrepresented groups to help us avoid perpetuating biases and oversights in science and IT research. In instances of equal merit, the incorporation of the under-represented sex will be favoured.

We promote Equity, Diversity and Inclusion, fostering an environment where each and every one of us is appreciated for who we are, regardless of our differences.

If you consider that you do not meet all the requirements, we encourage you to continue applying for the job offer. We value diversity of experiences and skills, and you could bring unique perspectives to our team.

Context And Mission

The AI Factory is a major European project aimed at accelerating the adoption and development of artificial intelligence across industry and public sector that is deploying a comprehensive set of AI-focused services, including robust training, networking, and innovation support structures. Its mission is to foster the uptake and effective use of AI, particularly among SMEs, startups and public bodies across participating countries, and to strengthen the European innovation ecosystem.

The BSC AI Factory Public Bodies Key Account Manager specializes in supporting public organisations in the journey towards AI adoption. His/her role is to identify AI innovation opportunities for public sector and guide public organisations in leveraging BSC AI Factory services and resources efficiently, helping them adopting these technologies for a better public policy design and efficient public service provision.

Reporting to the One-Stop-Shop Manager of BSC AI Factory the Public Bodies KAM will contribute to complete with BSC Ai Factory final result service indicators

Key Duties

- Engage with public organisations to identify AI use cases with operational or strategic impact.
- Provide first guidance on AI solution adoption, from ideation to integration
- Guide public organisations through BSC AI Factory one-stop shop to access to BSC Ai Factory services and resources.
- Collaborate with technical teams to define realistic Ai Project scopes, tailored data sources or software tools aligned with constraints for this target group of organisations
- Propose tailored support activities and services including training, prototype development, and operational deployment targeting public organisations.

Requirements

- Education
  - Bachelor's degree in business administration, social sciences or engineering

- Essential Knowledge and Professional Experience

- - Deep knowledge of public sector innovation drivers (citizen attention, smart cities and territory planning, public safety, social services etc.).
  - • Capable of framing AI value propositions around public service delivery and citizen impact
  - • Experience in activities related to Stakeholder engagement

- Additional Knowledge and Professional Experience
  - Familiarity with Public Funding Projects (specially European funding schemes)

- Competences
  - • Impeccable verbal and written communication skills (English compulsory)
  - Familiarity with project management methodologies and CRM tools
  - Problem-solving skills to propose mutually beneficial solutions

Conditions

- The position will be located at BSC within the Directors Department
- We offer a full-time contract (37.5h/week), a good working environment, a highly stimulating environment with state-of-the-art infrastructure, flexible working hours, extensive training plan, restaurant tickets, private health insurance, support to the relocation procedures
- Duration: 3 years
- Holidays: 23 paid vacation days plus 24th and 31st of December per our collective agreement
- Salary: we offer a competitive salary commensurate with the qualifications and experience of the candidate and according to the cost of living in Barcelona
- Starting date: May or June

Applications procedure and process

All applications must be submitted via the BSC website and contain:

- A full CV in English including contact details
- A cover/motivation letter with a statement of interest in English, clearly specifying for which specific area and topics the applicant wishes to be considered. Additionally, two references for further contacts must be included. Applications without this document will not be considered.

Development of the recruitment process

The selection will be carried out through a competitive examination system ("Concurso-Oposición"). The recruitment process consists of two phases:

- **Curriculum Analysis:** Evaluation of previous experience and/or scientific history, degree, training, and other professional information relevant to the position. - *40 points*
- **Interview phase:** The highest-rated candidates at the curriculum level will be invited to the interview phase, conducted by the corresponding department and Human Resources. In this phase, technical competencies, knowledge, skills, and professional experience related to the position, as well as the required personal competencies, will be evaluated. - *60 points. A minimum of 30 points out of 60 must be obtained to be eligible for the position.*

The recruitment panel will be composed of at least three people, ensuring at least 25% representation of women.

In accordance with OTM-R principles, a gender-balanced recruitment panel is formed for each vacancy at the beginning of the process. After reviewing the content of the applications, the panel will begin the interviews, with at least one technical and one administrative interview. At a minimum, a personality questionnaire as well as a technical exercise will be conducted during the process.

The panel will make a final decision, and all individuals who participated in the interview phase will receive feedback with details on the acceptance or rejection of their profile.

At BSC, we seek continuous improvement in our recruitment processes. For any suggestions or comments/complaints about our recruitment processes, please contact recruitment [at] bsc [dot] es. For more information, please follow this link.

Deadline

The vacancy will remain open until a suitable candidate has been hired. Applications will be regularly reviewed and potential candidates will be contacted.

OTM-R principles for selection processes

BSC-CNS is committed to the principles of the Code of Conduct for the Recruitment of Researchers of the European Commission and the Open, Transparent and Merit-based Recruitment principles (OTM-R). This is applied for any potential candidate in all our processes, for example by creating gender-balanced recruitment panels and recognizing career breaks etc.
BSC-CNS is an equal opportunity employer committed to diversity and inclusion. We are pleased to consider all qualified applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability or any other basis protected by applicable state or local law.
For more information follow this link

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