Industry Relations Manager (m/f/d)

CTC Leipzig
Fulltime
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The **Center for the Transformation of Chemistry (CTC)**, a newly founded national research hub in Germany, is supported by €1.25 billion in funding (until 2038) and is dedicated to redefining the role of chemistry in tackling global challenges. It brings together researchers from across disciplines such as chemistry, physics, engineering, data science, and social sciences to develop sustainable materials, processes, and technologies that support a circular economy. The CTC is structured around collaborative, mission-driven research groups and state-of-the-art facilities, fostering open science, innovation, and industry partnerships. Its core mission is not only to advance cutting-edge chemistry but also to train the next generation of scientists and entrepreneurs who will drive the transformation of chemistry for a sustainable society.

Excellent fundamental research and its translation into practical applications are equally central to our mission. The Technology Transfer Department provides the frameworks, expertise and services that enable research results to reach practical application through industry collaborations, scientific spin-offs and other pathways to impact. The CTC is currently seeking to strengthen its Technology Transfer Department with the appointment of a **Industry Relations Manager (m/w/d)**. The position is limited for two years, with an option for an extension.

Position Description

As Industry Relations Manager, you will serve as one of CTC's key interfaces between science and industry.

You will build and develop relationships with companies, identify opportunities for collaboration and help establish CTC as a preferred partner for industrial innovation. Acting as a visible representative of CTC towards external stakeholders, you will develop a deep understanding of industrial challenges, technology needs and innovation priorities, and connect these with the scientific expertise and capabilities available across the organization.

At the same time, you will serve as a trusted point of contact for researchers seeking to engage with industry. By identifying relevant partners, facilitating interactions and supporting collaboration development, you will help bridge scientific capabilities and industrial challenges, creating opportunities for impactful long-term partnerships.

Key responsibilities

- Contribute to the development of CTC's industry-engagement strategy and partnership portfolio, and contribute to establishing effective processes, governance structures and collaboration models for industry engagement
- Build and maintain a structured network of companies across chemistry and industrial sectors relevant to CTC’s mission, while serving as a key external representative of CTC towards industry
- Create clear pathways for companies to engage with CTC's researchers, and facilitate connections between industrial partners and relevant scientific teams
- Systematically identify industrial needs, technology challenges, market opportunities and interests, and translate them into collaborative research opportunities
- Structure and organize engagement formats such as industry events, company visits, collaboration workshops and strategic partnership initiatives
- Prepare, brief and support researchers in interactions with industrial partners, and facilitate the initiation and development of collaborative projects and long-term partnerships
- Contribute to the implementation of CRM-based partner management, relationship tracking and performance metrics to support sustainable partner engagement
- Monitor market developments, technology trends and industry priorities to identify future partnership, collaboration and innovation opportunities

- Develop and deliver training, workshops and awareness activities on industry collaboration, industrial innovation processes and partnership development for researchers across CTC

Requirements

- Master's degree or equivalent qualification in chemistry, materials science, chemical engineering, or a related STEM discipline; MBA is a plus
- Professional experience in industry relations, business development, innovation management, or strategic partnership development
- Experience in industry or academic-industry collaborations
- Strong understanding of industrial innovation processes, collaborative R&D and research-to-industry translation
- Ability to understand scientific capabilities and connect them with concrete industrial needs, collaboration opportunities and business objectives
- Understanding intellectual property, confidentiality and research collaboration agreements is advantageous
- Strong market awareness and interest in industrial trends, innovation ecosystems and emerging technologies
- Excellent stakeholder-management, networking and communication skills with the ability to engage effectively across scientific, technical and business environments
- Fluency in German (minimum C1) and English (minimum B2), both written and spoken

What We Offer

- The chance to work in a dynamic, collaborative, and international environment embedded in a highly motivated team
- A high degree of personal responsibility and the freedom to pursue independent research ideas
- Individual support services fostering professional and personal growth
- Access to strong scientific and economic networks at regional, national, and international levels
- Public-sector employment conditions and social benefits, including 31 days of vacation (based on a five-day workweek), annual special payments, and additional pension benefits (VBL)
- Subsidy for a public transport job ticket

The CTC strives for gender equality and diversity. We welcome applications from people of all backgrounds. We are committed to increasing the number of individuals with disabilities in our workforce and therefore encourage qualified individuals with disabilities to apply. Furthermore, the CTC seeks to increase the number of women in areas where they are underrepresented and therefore explicitly encourages women to apply.

Does this opportunity interest you? If so, our HR team looks forward to receiving your detailed application, including a cover letter, through our online application portal **by January 03, 2027**.

Learn more about the CTC and our mission at:

https://transforming-chemistry.org/

Join us in shaping the future of chemistry and making a lasting impact!