

TECHNOLOGY-TO-MARKET ADVISOR: MARINE TECHNOLOGIES

ARPA-E is seeking highly motivated individuals who have a mix of technical, scientific, business and entrepreneurial experience in marine technologies. Successful candidates will help create high-impact energy technology development programs and prepare teams and technologies for commercial markets. T2M Advisors should possess excellent coaching and team development skills to guide ARPA-E awardees in the development and execution of technology commercialization strategies.

T2M Advisors will work on a combination of direct project management and broader market development activities including:

- Advising research project teams on market, strategy, business planning, IP, product development, and supply chain.
- Customer discovery to assess market requirements; developing market studies.
- Performing techno-economic analyses to inform new programs or funded projects.
- Targeting public and private follow-on funding sources.
- Conducting site visits to meet the project teams and evaluate commercialization activity, often in conjunction with ARPA-E's technical Program Directors.
- Facilitating and organizing commercialization workshops and mentorship programs.
- Representing ARPA-E in front of a range of stakeholders (investors, corporations, government agency partners, etc.).
- Supporting ARPA-E leadership in the planning, preparation, and implementation of policies and strategies for technology commercialization.

Desired Qualifications:

- Experience in business development in marine technologies, preferably with platform technologies scalable to large volume production
- Familiarity with one or more of the following marine based technologies:
 - Mari- or aquaculture of biomass and biomass conversion.
 - Marine autonomous systems and engineering.
 - Offshore energy – particularly in deep-water.
 - Naval architecture and robotics.
- Familiarity with one or more of the following industries desired:
 - Markets and value chains for bio-based products.
 - Direct air/ocean CO2 capture.
 - Small modular reactor systems.
 - Shipping and logistics.
- Experience with developing and validating value propositions and conducting market research and field trials.
- Experience with technoeconomic analyses and formulation of business plans.
- Ability to clearly communicate technical and/or financial ideas and concepts to wide-range of audiences.
- 5+ years of work experience, including a combination of technology/research and business experience; startup/entrepreneurial experience is a plus.



- A graduate degree is required, preferably a MS or PhD in a relevant technical field and/or MBA.
- US Citizenship is required.

Technology-to-Market Marine Advisors will report to the ARPA-Associate Director for Technology-to-Market, and will serve full time for a minimum of 3 years at ARPA-E's headquarters in Washington, D.C.

Questions can be directed via email to ARPA-E-jobs@hq.doe.gov with the words "Technology-to-Market Marine Advisor" in the subject heading.

The United States Government does not discriminate in employment on the basis of race, color, religion, sex (including pregnancy and gender identity), national origin, political affiliation, sexual orientation, marital status, disability, genetic information, age, membership in an employee organization, retaliation, parental status, military service, or other non-merit factor.