

# ROBOAT

## VACANCY Proposal & Partnership Manager

- 1 year contract – with intention to continue after
- Job based in Amsterdam – no visa sponsorship possible
- 42k – 60k

### THE ROLE

As a Proposal & Partnership Manager, you will be pivotal in driving the success of Roboat through securing essential funding opportunities and partnerships.

Your role will involve identifying public funding sources as well as tender opportunities in the market that align with our strategic goals. You will set up consortia together with innovative companies and academics that work on high tech solutions in the maritime industry. Securing the funding opportunities is done by drafting and refining compelling proposals that highlight the technological and operational capabilities of our company. You will take the lead in ensuring proposals are aligned with our objectives and capabilities by collaborating closely with the team. In addition, you will be performing market analysis to stay ahead of industry trends and to help strategically position Roboat. Through networking, you will build and maintain relationships that open doors to new opportunities and collaborations.

You will manage the entire submission process, ensuring compliance with guidelines, and handle follow-ups to maintain engagement with stakeholders. Ultimately, your work will not only secure the necessary resources but also enhance our market presence, driving forward Roboat innovations in the maritime domain.

### YOUR INPUT

#### What you'll bring:

- Proficiency in Professional Dutch and English
- Ability to identify and pursue funding opportunities and partnerships.
- Proven experience in proposal writing.
- Track record with managing consortia and submissions for grants, contracts, or tenders within a technological field.
- Excellent collaboration and communication skills to effectively work with the team and stakeholders.
- Ability to perform market analysis.
- Networking skills to develop and maintain relationships with partners.
- A drive to do your best work.

#### Nice to have:

- A passion for innovation and technology
- Proficiency in budget planning and financial forecasting.
- Prior work with autonomous driving, robotic systems, or in the maritime market.
- A connection to boats.

You don't need to have all of these skills; there's plenty of room to learn on the job!

## ABOUT US

As the world's cities undergo major changes, there is a strong need for efficient transport. We see an opportunity for the inland waterways to play a key role in city mobility and logistics. By bringing autonomy to ships, Roboat aims to transform the movement of people and goods across the water.

Operating at the intersection of design, robotics, and software engineering, Roboat is a growing business that has a place for anyone who is highly driven, enthusiastic to learn, and occasionally enjoys nautical theme songs. Some of our current projects include:

1. An autonomous, electric, 3D-printed ferry for use in the city of Paris, operating during the 2024 Olympics.
2. A situational awareness safety system for the iconic GVB ferries of the Amsterdam IJ River.
3. A Roboat autonomy system for a logistics barge operating in the heart of Amsterdam.
4. Retrofitting the Roboat system onto a cutting-edge demonstration vessel.
5. We are working hard to establishing additional assignments in other cities – think Venice, New York, the Maldives, Helsinki, Seattle, etc.

Come help us create the most incredible autonomous vessels around.

Want to know more about us? Check out [www.roboat.tech](http://www.roboat.tech)

## OUR OFFER

We want to find exceptional people who thrive with responsibility, autonomy, and trust. We are right at the start of this journey. As such you'll have a significant influence in shaping the future of the Roboat company.

### What we can offer you:

- A role where you can make a difference.
- Challenging problems in a range of areas with the option to grow.
- A team of remarkable humans who have each other's backs and go the distance.
- A dynamic workplace where we value having fun.
- An amazing office in the middle of Amsterdam with a test area that doubles as the local swimming spot right at our door.
- Collaborate with people and companies worldwide at the forefront of the shipping industry to create world-firsts.
- We enjoy experimentation and continuously improving our skills and ways of working.

### Benefits and perks:

At Roboat, we value work-life balance and believe that taking care of our team members leads to better results and a more fulfilling workplace:

- 36 hours work week.
- We allow for hybrid working. We offer the flexibility to work remotely part of the time, with the expectation of you being in the office for a minimum of 2 days per week.
- 24 days of paid vacation – excluding national holidays.
- Floating national holiday policy – you can choose which holidays you want to recognize.
- Roboat adventure day – our yearly nautical themed trip.
- Opportunity to grow in directions that inspire you.
- Have a say in developing our work culture.
- Get your Starter Sailing License (Klein Vaarbewijs).

## INTERVIEW PROCESS

Excited? Sounds like this might be you? Even if you don't meet our exact requirements, we're always on the lookout for great people from all backgrounds – so reach out and tell us why you're a fit.

### Send us an application

If reading this vacancy makes you feel like you're ready to set sail; cast off; jump on board — or any other ship metaphors for joining the team — then whoever you are or wherever you come from, we encourage you to apply.

Send us a cover letter about your past adventures relevant to this vacancy and let us know what you'd love to do in the future. If you have some kind of CV or portfolio, we're interested.

### Interview

Typically interviewing with us takes about three weeks from the first introduction call to receiving an offer. The steps:

1. Quick introduction video call.
2. One day of in person interviews with the founding team. This will be in three parts:
  - a. General chat: we talk a bit about our company and your story, background, and reasons for wanting to join.
  - b. In-depth chat: you'll go through some of your past projects – things you are proud of, things that didn't go as planned and what you'd would've changed. We'll then discuss various topics relevant to your role in more depth. We have also prepared a short writing exercise.
  - c. A closing chat with the opportunity to add anything, give feedback on the interview process, and ask any final questions.
3. We make you an offer.

Send your application to [join@robot.tech](mailto:join@robot.tech)