

Technology Scouting Analyst (General) Job Description

Summary

PTTGC Innovation America Corporation (“GCIA”) is located in the Greater Boston area – a mega hub for new technology incubators - and is a wholly owned subsidiary of PTT Global Chemical Public Company Limited, (“GC”) a \$20 billion petrochemical and material conglomerate headquartered in Thailand and listed on the Stock Exchange of Thailand. GCIA serves as a technology scouting and deal sourcing arm for GC’s corporate venture capital (CVC) and innovation units with a mission to find new blockbuster, synergistic technology and bring it to commercialization. GC plans to invest in new technologies in various areas, including advanced material, industrial digital platform, life science, clean and green technologies, etc. through internal innovation, external partnership and corporate venture capital.

Reporting to the Senior Director of Innovation and New Business Development, the Technology Scouting Analyst will be responsible for new technology scouting, open innovation, market research, SWOT analysis, competitive benchmarking and business development of new technologies and business opportunities in various areas of GC’s interest.

Essential Duties and Responsibilities

- Lead the identification and evaluation of new technologies and solutions that are in line with GC’s strategies, such as in polyolefins, composites, advanced material, industrial digitals, clean & green tech, etc.
- Actively scout for new opportunities by networking with startups, venture capital communities, and attending various events
- Represent GCIA to various events
- Conduct market research to analyze market opportunities and competitive landscape for new opportunities
- Screen new opportunities to determine technical merits, soundness of the business plan, and coherence to the technology scouting and CVC strategies
- Maintain up-to-date dealflow pipeline database and perform regular check-in with key contacts in the active dealflows.
- Develop information package needed to secure approvals from GC stakeholders in order to enter into partnership or investment deals with collaborators
- Participate in the due diligence activities to assess new opportunities/solutions
- Document findings from scouting activities in the common database and effectively sharing with peers and facilitating knowledge management

Qualifications

- Strong technical background and broad knowledge in the area of new material, polymers, or industrial digital platforms
- Proven experience performing market and technology landscape and segmentation.
- Ability to screen/ identify relevant technologies and make connection with the partners or collaborators

- Ability to summarize and distill complex technical concepts and effectively communicate and present both verbally and written to global audiences from various levels and backgrounds
- Ability to provide justification to the recommended partnership or investment deals and defend them in front of peers, senior management, or Investment Committee
- Proficient in driving results, with a sense of accountability and ability to change pace and focus rapidly when required
- Ability to handle multiple projects with different scopes and deadlines
- Experience in value chain analysis
- Detail-oriented approach to problem solving
- Demonstrated ability to establish key contacts and decision makers, and to network effectively with external organizations, industries and/or universities
- Ability to work collaboratively across functions within the business unit and across the organization
- Strong written and communication skills in English
- Demonstrated track record of successful technical development.
- Professional presentation skills
- Ability to travel locally or out of state 25-30%

Education and/or Experience

- B.S. Material Science, Polymer Chemistry, Chemical Engineering, or related field
- Advanced degree or M.B.A preferred
- Experience with performing market research, competitive benchmarking, and technology scouting
- Experience working with a venture capital firm or a consulting firm is a plus
- 1-3 year's experience in Market Research, Business Development, or R&D in material, chemical or biotech industries

Send resume to: resume@gcinnovationamerica.com