

Project Manager (Business Models & Exploitation) for EU R&I Projects, Thessaloniki

About the job

We are currently looking for an experienced Project Manager (Business Models & Exploitation) for EU R&I Projects to join our growing team in Thessaloniki, Greece. This is a full-time role that requires daily presence at our premises in Thessaloniki and is not a remote work opportunity. We are seeking an excellent, responsive professional with a proven track record, capable of demonstrating high integrity and reliability standards, along with exceptional analytical and organisational skills.

The successful candidate will play a significant role in ensuring the smooth execution of our ongoing and upcoming EU-funded Research and Innovation (R&I) projects. They will act as the point of contact for multidisciplinary consortia and external stakeholders. The role involves working closely with teams to develop, write, and submit high-quality proposals while adhering to strict deadlines and compliance guidelines. The ideal candidate will need to possess strong communication skills to navigate the complexities of international project collaboration.

Key responsibilities

- Implementation of ongoing Horizon Europe projects - prepare deliverables and coordinate partners as Work Package Leader
- Participation in project events and other meetings (both online and physical, including international travel).
- Writing high-quality proposals for R&I projects.
- Managing the entire proposal writing process with multidisciplinary consortia.
- Development of innovative concepts, analysing EU call requirements.

Necessary qualifications

- At least two years of relevant professional experience in business planning, business modelling, innovation management, entrepreneurship, consulting, or related activities.
- Demonstrated experience in developing or contributing to business plans, business models, market analyses, commercialisation and exploitation plans, financial projections, or similar business-oriented outputs.
- BSc and/or MSc in Business Studies or a related field, such as Business Administration, Entrepreneurship & Innovation, Economics, Management, or similar.
- Strong analytical skills and the ability to translate technical or innovative concepts into structured business and market propositions.
- Fluency in English, both written and spoken, is essential, as our working language is English.
- Proficiency in Microsoft Office applications, particularly Word, Excel, and PowerPoint.
- Strong attention to detail, organisation, and ability to manage multiple tasks and deadlines.
- Self-motivated, with strong communication, interpersonal, and problem-solving skills.

- Availability to travel abroad when required.

Experience with EU and/or national R&I funding programmes, such as Horizon Europe, Horizon 2020, LIFE, Interreg, Erasmus+, national research and innovation programmes, or similar schemes, as well as experience in proposal writing, will be considered an asset.

What we offer

In case you are selected for the specific position, you will have access to the following:

- Competitive remuneration package matching the selected profile.
- Exposure to a multicultural organisation.
- Diversity of challenges and valuable experience.
- Career development opportunities, including training courses.
- Collaboration opportunities with international teams, world-class institutions, and leading partners and stakeholders from the EU and beyond.
- Modern, dynamic, and international-friendly working environment.
- Private Medical Insurance.

About reframe.food

reframe.food (RFF) is a forward-thinking non-profit organisation dedicated to revolutionising the agrifood sector through innovation, technology, and a steadfast commitment to food sustainability. We act as agents of change that maximise the impact of research and innovation for the European economy and society, with our expertise spanning across activities such as communication, business modelling, pilot testing, funding through open calls, acceleration, and capacity building. We build long lasting relationships with a broad range of stakeholders in food systems, aiming to unlock the potential of technology and science towards economic, societal and environmental sustainability.

Our team has years of experience in flagship EU initiatives-such as Erasmus+, FP7, H2020 and Horizon Europe. As expert strategists, doers and coaches, we work with a diverse mix of partners, from small startups with an idea, to industry, government, and research organisations on a mission to shape and implement their growth plan and cooperate to make innovation inevitable.

Hiring Process

- Interested applicants are invited to submit their resumes by **October 30, 2026**.
- Only short-listed candidates will be invited to the selection process.
- For more information about this position and career opportunities at reframe.food, please visit our Careers page: <https://reframe.food/about/careers/> .

By submitting your CV, you consent to our privacy policy, allowing reframe.food to store your data for up to 36 months following the recruitment process.