

Internship

Development of Optimized Business Models of Multi-Use Offshore Platforms

THE ORGANISATION

ACTeon is a French-based human size (20 staff) research and consultancy company, active in the field of EU environmental policy. It is specialized in the “soft” components of environmental management and policy, i.e. social values & perceptions, economic values - including values of ecosystem’s services, the search for adequate incentives (knowledge, processes, economic instruments) to steer change in behavior, prospective and policy (ex-ante and ex-post) evaluation, governance & institutions, and mediation & communication. ACTeon is providing support to policy development and implementation in the field of water, marine resources, biodiversity, climate change and adaptation, agriculture and the environment, renewable energy, etc. The geographic focus of activities includes France, Europe (other European countries & EU level initiatives), the Mediterranean Sea and the Caucasus regions. For more information: www.acteon-environment.eu.

THE FOCUS OF THE INTERNSHIP

ACTeon is looking for an **Intern** to support the **development of optimized business models of multi-use offshore platforms**. Multi-use platforms integrate different maritime economic activities within the same space, providing a series of potential advantages such as the efficient use of marine space, sharing of costs and risks, sharing resources, and reduced environmental impacts.

The work is part of the EU-funded research project **UNITED** (multi-Use platforms and co-location pilots boosting cost-effective, and Eco-friendly and sustainable production in marine environments). The objective of UNITED is to provide evidence by means of pilot demonstrators that the development of multi-use platforms or co-location of different activities in a marine and ocean space is a viable approach (economically, socially and environmentally) for European maritime industry and local ecosystems.

Five pilots form the core of the project, three located in the North Sea, one in the Baltic Sea, and one in the Mediterranean Sea. Value creation and potential for commercialization of multi-use platforms are of utmost importance to guarantee sustainable solutions. The objective of the internship is therefore to contribute to the development of successful business models for the different pilots.

PROPOSED TASKS

Building on the collection and analysis of data, as well as interviews with stakeholders and professionals, the internship’s main tasks will be as follows:

- Contributing to the **definition of the optimized business cases of the UNITED pilot sites** by revisiting economic assessments framework, the assessment framework to determine the feasibility of multi-use platforms, and the reports on the state of the art implementation and integrated pilot approach. The formulation of an accurate optimized business case will guide the assessment of the effects of different types of innovations, ensuring accurate accounting of the results in the project.
- **Identifying the external factors** that influence the operation and outcomes of the pilots by **applying the PESTEL analysis** and formulate future recommendations for each pilot to overcome risks and barriers.
- **Developing a business model canvas approach** for each activity of the pilots’ multi-use platforms and **give a detailed analysis on how the pilot will create and deliver value**.
- **Identifying the pilots’ weaknesses and threats by applying the SWOT analytical framework**, and provide recommendations on how the pilot could best seize opportunities, and overcome threats, to reach an optimized functioning.

- **Writing** a detailed report on the business analysis for each pilot including the external factors influencing the pilot, the pilot opportunities/threats, and how the pilot creates/captures value.

The intern will work in close collaboration with Acteon's staff and UNITED project partners. She/he will participate in workshops to collect needed information for the business analysis and present (preliminary/final) results.

In the initial phase of its internship, the intern will develop a more detailed description of these tasks (or of additional tasks that are seen as necessary for the completion of the work) and research workplan, on the basis of a first literature review and interviews with key researchers.

EXPECTED QUALIFICATIONS

- **Master student in Business Administration, Sustainable Management, Environmental Economics, Eco-Innovation**, or any other related fields;
- **Taste & skills for developing and applying business analysis approaches** (e.g. PESTEL analysis, SWOT analysis, Financial analysis, Business Model Canvas...);
- Knowledge of, and taste for, **marine and maritime issues, challenges, sectors and policies** is seen as an advantage;
- **Proactive and independent**, with ability to work **autonomously**;
- Excellent **English (written and oral)** communication skills. Fluency in French and practice at professional level of another European language is seen as an advantage;
- Applicants must be **currently enrolled in a University or engineering school**.

ADMINISTRATIVE & WORKING ARRANGEMENTS

The internship will take place at ACTeon's Colmar office (France – 30 minutes by public transport from Strasbourg or Basel). The intern will receive a regular internship allowance as defined by French law. The internship duration is expected to be **6 months** starting ideally mid-March 2021 (a later start can be envisaged).

How to apply?

You can apply up until **March 10, 2021** by sending your application (including a cover letter and a CV) to:

Rianne van Duinen r.van-duinen@acteon-environment.eu

Youssef Zaiter y.zaiter@acteon-environment.eu

Please note that the screening of applications is a continuous process, the vacancy will be closed as soon as a suitable candidate has been found.