



🏠 [EFA Group](#) / [Growth and Strategic Intelligence Expert](#)

Growth and Strategic Intelligence Expert

Koropi, Attiki, Greece | Program & Contracts Management

EFA GROUP comprises companies in Aerospace, Security, Defense, and Industrial Cooperation with a solid international presence. EFA GROUP currently employs more than 220 people, most of whom are engineers and scientists. The GROUP has established offices across 6 international regions: Greece, Cyprus, Switzerland, USA, UAE, and Singapore to serve its customers in 34 countries worldwide. **EFA GROUP** includes **EFA VENTURES** (Supply Chain Management and integrated services), **AEROSPACE VENTURES** (Industrial Participation and related services), **SCYTALYS** (Systems Integration and Software), **ES SYSTEMS** (MEMs & IoT Integration), **EPICOS** (Global Defense B2B Information Platform), **UCANDRONE** (Unmanned Systems), **AETHER AERONAUTICS** (Target Drones), **STHENOS AI** (Intelligence Solutions).

We are looking for an ambitious **Growth and Strategic Intelligence Expert** who will be the primary "scout" for our organisation's future growth. The mission is to identify, assess, and initiate high-value partnerships or investment opportunities across cutting-edge technology niches. You will evaluate target companies not just on their financials, but on the robustness of their technical architecture and their strategic fit within our multi-domain portfolio

Key Responsibilities

- **Strategic Scouting & Market Intelligence:** Map the global defence technology landscape to identify "hidden gem" startups and established innovators in the said Focus Areas.
- **Technical Due Diligence:** Lead the technical assessment of potential targets, evaluating their R&D pipelines, IP portfolios, and the scalability of their integrated solutions.
- **M&A Support & Deal Sourcing:** Build the investment thesis for potential acquisitions or joint ventures, working closely with senior leadership and legal teams.
- **Relationship Management:** Foster deep "customer-like" intimacy with CEOs and CTOs of target companies to facilitate future M&A or strategic alliances.
- **Ecosystem Networking:** Represent the company at major international defence forums, tech days, and New Space conferences to maintain a robust pipeline of opportunities.
- **Strategic Planning:** Align technological scouting with our corporate roadmap for Land, Sea, Air, Cyber, and Space domains.

Qualifications & Requirements

- **Education:** A Bachelor's or Master's degree in Engineering (e.g., Telecommunications, Aerospace, Electronics, or Computer Science) is highly preferred. An MBA or background in Finance/Corporate Development is a strong plus.
- **Experience:** 5+ years of experience in Business Development, Product Management, or Technical Sales within the Defence or Aerospace industries.
- **Technical Acumen:** Proven ability to understand and explain complex technologies such as Optronics, autonomous system navigation, or satellite-based ICT solutions.
- **M&A Knowledge:** Familiarity with valuation methods, deal structures, and the lifecycle of an acquisition is highly desirable.
- **Soft Skills:** Exceptional negotiation skills, a "no task is too small" mindset, and the ability to operate autonomously in ambiguous, high-stakes environments.
- **Travel:** Willingness to travel internationally for high-level site visits and industry events.

We offer:

- Competitive remuneration package
- Private Medical Insurance package
- Continuous learning in new technologies
- Opportunity to work in large-scale projects with talented people

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