

WHO WE HIRE

We hire people who are not averse to taking risks – we do not hold back our employees in any way when those risky initiatives fail. We don't hire people for a specific task and we are not hemmed in by role definition or organizational structure.

Our team members are encouraged to test their own ideas. We are looking for people who don't keep quiet when they disagree with something, people who get bored easily and need to discover and learn a lot. We aim at hiring people who are multidimensional, combining technical depth with business savvy and creative flair.

WHAT YOU WILL DO

You will be joining the business development & sales team. Your role will be to build customer relationships from prospecting to technical sales. You will be responsible for testing the interest of prospects, validating the needs of qualified leads and building the momentum with customers until deal closure.

Your primary focus will be on commercial satellite manufacturers, satellite operators in the Earth Observation, Communication, and Space Situational Awareness verticals. Secondary focus will be put on other verticals (small launchers, cargo, stations, space exploration). Governmental customers will be addressed too (both civil & military) together with the Lead Business Development & Sales.

You will naturally follow-up with customers after the sale to ensure a smooth client experience.

MUST HAVE

- Be a people person with high social skills and empathy to build trust and relationships. Excellent communication skills.
- Engineering Master's degree and experience working, explaining & pitching high value added technological hardware products to multi-cultural, multi-disciplinary and international audience.
- Experience in customer management, customer relationship building, customer empowering.
- Ability / availability to travel minimum once per month (USA East & West coast, Japan, South Africa, Europe, Middle East)
- Fluency in English is required.

DESIRED

- Experience in business development & sales.
- Experience in proposal writing & negotiation.
- Experience with sales forecasting & CRM.
- Experience and network in Space Industry.
- Knowledge in complex B2B sales
- Fluency in French, Dutch or German is a plus.

Apply here:

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Business Development & Sales Manager

WHO WE ARE

Veoware Space is a satellite equipment supplier. Our proprietary technology enables satellites, launch vehicle, space cargo and future moon /mars Landers to become 10x more effective than what is currently available.