



Sales and Business Development Manager

Space Products and Innovation spins technology into the space industry to simplify manufacturing. SPiN enables rapid, flexible, and cost-effective satellite designs through modularity, by combining MA61C, its plug-and-play intelligent data node, with system engineering. SPiN democratizes access to space, empowering manufacturers to unlock new ventures.

Job purpose

The sales and Business Development will design and implement a sales and business development strategy, including managing a team of business developers across the group to achieve the strategic goals. The role requires strategic thinking, human resources management, communication skills, market knowledge, and building and maintaining relationships.

Duties and responsibilities

- Identifying sales and new business opportunities with customers and stakeholders.
- Developing and implementing business strategies in coordination with the company management and other teams.
- Developing, writing, reviewing and submitting business proposals in coordination with other teams.
- Evaluating potential risks and challenges associated with new business opportunities and developing mitigation strategies.
- Reporting on the implementation and the outcome of the activities.
- Monitoring industry trends and business intelligence to provide analysis and reports.
- Managing a distributed team across several countries.
- Developing new customer and stakeholder relations and maintaining the existing ones.
- Promoting SPiN and its products in events, workshops, exhibitions, etc.

Qualifications

- Master's in aerospace engineering or MBA with project management
- 5 years' experience of experience in business development in the space industry (upstream)
- Experience working with ESA and ASI
- 5 years' experience in sales
- Knowledge of Space Systems is an advantage
- Willingness to Travel
- Excellent communication skills in English and Italian
- Must be an EU citizen or with an EU residence permit

Working conditions

- Relocation to Frascati, Italy
- Start date: Q1 2025

Please fill in the application form to apply for this opportunity: <https://wkf.ms/3rlgV6x>
For more information, you can contact us at hr@spinintech.com