



Business Development Manager (d/f/m)

at Berlin Space Technologies in Berlin

About Us

Berlin Space Technologies GmbH (BST) is a global leader in #NewSpace. Our main business is small satellite systems for Earth Observation and Capacity Building for emerging space nations as well as manufacturing of sub systems and optical payloads. We offer an attractive working environment, a flat hierarchy, a modern workplace, fully equipped home office, and flexible working hours in a global space company.

Position Description

We are looking for a business development manager (d/f/m). Your focus area will be to support BST in accessing the institutional and commercial space markets and to support the business development team in their quotidian work. You will closely support the marketing and sales activities.

Your Tasks

- Analyse the European and international institutional (civil and defence) and commercial markets with respect to stakeholders and their needs
- Maintain knowledge of competitive landscape, market trends and communicate changes (business analytics)
- Support the definition of marketing strategies and sales activities for BST products and services
- Cultivate productive and trustful relationships to customers within the relevant markets and develop strategies for business growth
- Manage proposal preparation and collaborate closely with current business development team
- Conduct project management activities for satellite development studies
- Represent BST on conferences as well as national and international events

Your Qualification

- Fluent in English (required)
- Oral and written German is a strong plus
- Demonstrated ability to develop, foster, and grow customer and partner relationships
- Must be able to quickly and firmly grasp stakeholder expectations
- A strategic mindset and strong team-work
- Ability to work with high attention to detail when needed
- Strong affinity to space technology and space ecosystem, especially satellite systems and Earth Observation

Please consider applying even if you do not fulfil all the qualifications.



Your Benefits

- Working in a dynamic, highly innovative and extraordinarily friendly international team
- Diverse and challenging tasks with space for your own ideas
- Flexible working time and paid overtime
- Fun social company events in one of Europe's most exciting cities

Interested?

Please send us your application documents and your salary expectation to jobs@berlin-space-tech.com (Contact: Jan-Christian Meyer). We are looking forward to your application.