



Head of Business Development (m/f/d) – Phase A/B

at Berlin Space Technologies in Berlin

About Us

Berlin Space Technologies GmbH (BST) is a global leader of #NewSpace, and one of the Deutscher Mittelstands Summit's #Top100 most innovative German SME of 2023. BST develops and distributes small satellite systems mainly for earth observation and training programs. We offer a full scale of cost-efficient products and associated services ranging from subsystems to full satellites. BST is a vertically integrated company with around 90 employees from 10+ nationalities. We offer attractive employment conditions, flat hierarchy, modern workplaces, hybrid working, and flexible working hours in a space technology company with global reach!

Overview

We are looking for an experienced person to lead the Business Development activities at BST. The Business Development team is handling all future projects spanning a wide range of products and services: From individual satellite components, over complete satellite systems and missions to ground support equipment. You will be coordinating all activities of the team and report to company management.

Your Tasks

- Leadership of Business Development activities and team
- Definition of proposal strategy for institutional and commercial satellite missions
- Representation of BST towards external stakeholders incl. regular travel within Germany, EU and internationally
- Team management in coordination with company-wide processes
- Coordination and prioritisation of RnD activities in close collaboration with internal stakeholders
- Participation in proposal and early phase satellite design
- Support in definition of marketing and sales activities



Your Qualifications

- Excellent knowledge of satellite design demonstrated through several years of working in a comparable business unit
- Excellent, demonstrated leadership skills
- Excellent English communication skills, written and spoken German is a strong plus
- Solution-oriented mindset and can-do attitude
- Familiarity with commercial and economic concepts

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

Your Benefits

- Working in a young, friendly and international team
- Diverse and challenging tasks with space for your own ideas
- Fast decision-making processes and dynamic, team-oriented working environment
- Flexible working time and paid overtime

Interested?

Then please send us your resume with salary expectations and earliest possible starting date by email with subject "Head of Business Development" to jobs@berlin-space-tech.com (contact person: Jan-Christian Meyer). We are looking forward to your application.