



Sales Manager (m/f/d)

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 more than 100 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 a sales manager (m/f/d) to support our business development team. You will be a primary point of contact for future customers of BST and will play a key role in establishing BST's public image. At the forefront of the sales funnel, you will help generating new leads and maintaining strong ties throughout the contract signature. You will thus act as link between our customers and the technical sales team.

Your Tasks

- Cultivate productive and trustful relationships to customers within the relevant markets and develop strategies for business growth
- Identify sales opportunities and generate high-quality leads
- Act as customer interface until successful contract signature and beyond – internally interacting with the technical sales team and other technical experts
- Represent BST on conferences as well as national and international events
- 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 by collecting customer feedback

Your Qualifications

- Fluent in English (required), a very good command of German is a strong plus
- Demonstrated ability to develop, foster, and grow customer and partner relationships
- Excellent communication and negotiation skills in an international B2B context
- Strong affinity to space technology and space ecosystem, especially satellite systems and Earth Observation
- Capability to quickly and accurately grasp the expectations of stakeholders

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

Your Benefits

- Working in a passionate, 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 "Sales Manager" to jobs@berlin-space-tech.com (contact person: Johanne Linde). We are looking forward to your application.