



## Business Development Manager - Institutional Market (m/f/d)

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.

### Requirement

We are looking for a business development manager (m/f/d). Your focus area will be to support the CSO in accessing the institutional space market for Berlin Space Technologies and to support the current business development team in their quotidian work.

### Your Tasks

- Work closely with CSO in analysing the European and international institutional market (civil and defence) with respect to its stakeholder and their needs
- Maintain knowledge of competitive landscape, market trends and communicate changes (business analytics)
- Cultivate productive and trustful relationships to all institutional customers within the relevant markets and develop strategies for business development growth
- Prepare responses to RFPs and RFQs by leading a proposal team
- Collaborate closely with current business development team and support commercial proposal preparation
- 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), German is a 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
- Strong affinity to space technology and space ecosystem, especially satellite systems and Earth Observation

## 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
- Working for a TOP100 company

## Interested?

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

