



# WE'RE HIRING!

→ Business [Developer]



OPEN POSITIONS:

- Firmware [Engineer]
- Test [Engineer]
- Power Electronics [Engineer]



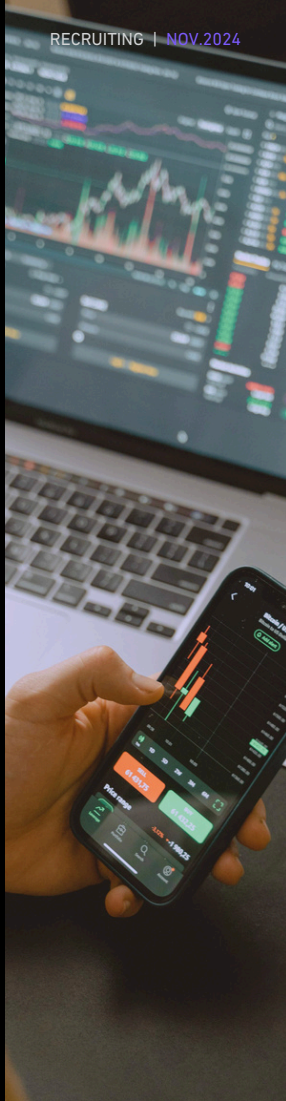
WE ARE LOOKING FOR:

## Business Developer to join our team!

We're looking for a Business Developer and Salesperson to lead our commercial efforts!

You will be responsible for setting up our sales team, with the ultimate goal into moving into the "Head of Business Dev. & Sales" position as we transition into commercial operations.

This role demands a blend of strategic thinking, technical understanding, leadership, relationship-building and sales acumen within the dynamic landscape of the space-tech industry and the specific context of a growing company such as IENAI SPACE, and its early commercial development efforts.



## Key responsibilities

- Creating Business Development strategies and objectives for all products and services across the company.
- Creating and executing sales plans to drive revenue growth and achieve sales targets, developing sales forecasts and pipelines and being heavily involved in executing the latter.
- Updating and Identifying market trends, opportunities, and potential partnerships to expand the company's reach in the industry. Analyzing sales data, competitive landscape, and customer insights to inform revenue strategies and drive competitive advantage.
- Building and maintaining strong relationships with existing and future clients, fostering trust and customer satisfaction to ensure retention and upselling opportunities.
- Leading negotiations for contracts, partnerships, and agreements with clients and collaborators, acting as the primary point of contact for key accounts, collaborating with legal teams to review and negotiate contracts, minimizing commercial risks.
- Building, leading, managing, and mentoring the Business Development and Sales team, ensuring alignment with company objectives.
- Creating and coordinating a Customer Success strategy, together with the company's Product Owners and technical teams.
- Representing the company at industry events, conferences, and networking opportunities to enhance visibility, build relationships, and explore potential collaborations, leveraging industry connections.
- Supporting PR and marketing efforts as the company's product portfolio expands.

## Your team

You will be part of our **Business, Sales and Marketing department**. This team's mission is to drive revenue growth by creating demand, engaging target audiences, and building strong customer relationships while optimizing strategies to ensure sustainable business success.

## Qualifications & skills

- A bachelor's degree in Business Administration, Marketing, Engineering, or a related field. An advanced degree (Master's/MBA) could be advantageous. Any technical or scientific background would be a plus.
- Certifications or courses in sales strategies, business development, or relevant fields can be beneficial.
- Proven track record (ideally 5+ years) in business development, sales, or related roles within the space-tech industry (preferred) or a similarly complex and technical field.
- Extensive experience in B2B sales, particularly in selling technology solutions or services.
- Previous roles involving strategic planning, market analysis, and leading sales teams.
- Proficiency in analyzing market trends, sales data, and financial metrics to drive informed decisions.
- Exceptional interpersonal skills, strong sales skills and networking abilities.
- Excellent verbal and written communication skills to articulate complex concepts and ideas effectively. Spoken and written proficiency in the English language; other languages are a plus.
- Motivated, organized, detail oriented, HANDS-ON & proactive.
- Experience in a startup environment and capability to work with agility and adaptability.
- Experience with general office tools; experience in CANVA is a plus

## Benefits & perks

- **Schedule:** we know that everyone works at their own pace, so you are free to organise your day in the way that works best for you. Whether it's making the most of your mornings or having more time in the afternoons, this flexibility will help you better balance your work and personal life.
- A **full-time contract** of 40h per week.
- **Work from home:** we value contact with each other and sharing experiences, learning and knowledge. But we also know that the key to a successful team is flexibility and balance. That's why we have a hybrid working model that allows you to work from home up to 9 days a month.
- **Holidays:** We all know that we need to rest and recharge our batteries in order to give our best every day. That's why, as addition to the 23 days of holiday, we're offering you an extra 6 days of holiday over the Christmas period (from 24 December to 2 January, both included).
- **Health insurance:** your health is important to us, which is why we offer you free private health insurance through Alan.
- A dynamic environment and a motivated team committed to a unique and fast-growing project.
- Responsibility and autonomy.



Interested candidates contact us at [careers@ienai.space](mailto:careers@ienai.space) with

**[BUSINESS DEVELOPER]** in the subject.