



WE'RE HIRING!

→ Business [Developer]



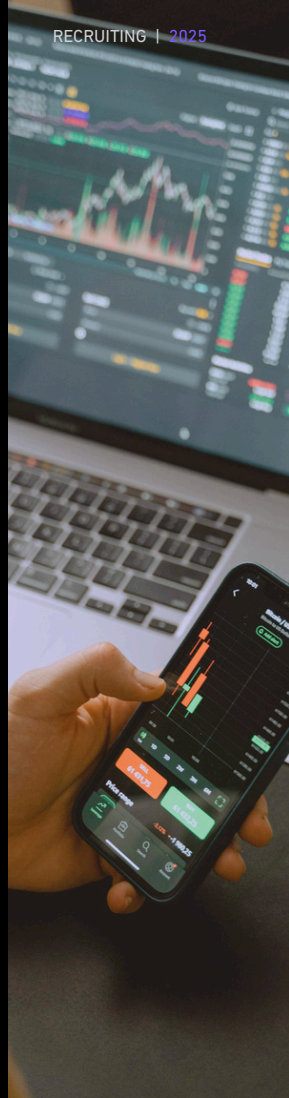


WE ARE LOOKING FOR:

Business Developer to join our team!

We're looking for a Business Developer 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 Developer & 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. Defining and implementing sales processes, methodologies, and key performance indicators (KPIs) to drive sales effectiveness and productivity.
- Creating and executing outreach and sales plans to drive revenue growth and achieve sales targets, developing sales forecasts and pipelines and being heavily involved in executing the latter. In particular, managing the company CRM and exploiting automatization tools to further engage new and existing customers.
- 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. This includes developing the strategy for account management within the sales pipeline, taking ownership of the CRM processes, as well as defining team objectives and incentives.
- Representing the company at industry events, conferences, and networking opportunities to enhance visibility, build relationships, and explore potential collaborations, leveraging industry connections.
- Supporting and coordinating a Customer Success strategy, together with the company's Product Owners and technical teams.
- 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

- Minimum of 5 years of proven experience in business development, sales, or related roles, preferably within the space-tech industry or in similarly complex and technical sectors.
- Strong background in B2B sales, ideally with technology solutions, services, or high-tech industries. Willfulness to acquire sufficient technical knowledge of our products and technologies to engage in technical discussions with potential customers.
- Prior experience in strategic planning, market analysis and leading sales teams, with a demonstrable track record of driving revenue growth and building successful sales and customer success pipelines.
- Bachelor's degree in Business Administration, Marketing, Engineering, or a related field. A Master's/MBA or any technical/scientific background will be highly valued.
- Certifications or training in sales strategies, business development, or related fields are a plus. Certifications related to common CRM tools (such as hubspot) are highly valued.
- Proficiency in analyzing market trends, sales data and financial metrics to support decision-making and optimize business strategies.
- Excellent interpersonal and networking skills, with the ability to build strong client relationships and lead high-level negotiations.
- Outstanding communication skills (both verbal and written) to articulate complex ideas effectively.
- Fluency in English (spoken and written) is required; additional languages are a plus.
- Highly motivated, organized, detail-oriented, hands-on, and proactive, with the ability to thrive in a fast-paced environment.
- Experience in startups or scale-ups, demonstrating agility, adaptability and resilience.
- Proficiency with standard office tools; experience with Canva or similar tools will be an advantage. Proficiency with common CRM tools is a must.



Benefits & perks

- 🚀 **A key role in a pioneering space startup**, where you will directly impact the development of cutting-edge propulsion technology.
- 💼 **A full-time contract of 40h per week.**
- ⌚ **Flexible working hours**, allowing you to manage your schedule for better work-life balance.
- 🏠 **Hybrid work model**: work remotely up to 9 days per month.
- 🌲 **Extra holidays**: in addition to 23 vacation days, enjoy 6 additional days off during the Christmas period (from 24 December to 2 January, both included).
- 🏥 **Private health insurance**, fully covered by the company.
- 🎓 **Learning & Development**: €1000 per year budget for training, courses, and professional growth.
- 💪 **Autonomy and responsibility**: your contributions will directly shape our technology and success.



Interested candidates contact us at careers@ienai.space with **[BUSINESS DEVELOPER]** in the subject.