



Junior Business Developer

Space Products and Innovation spins technology into the space industry to simplify manufacturing. SPiN enables rapid, flexible, cost-effective satellite designs through modularity, combining MA61C, its plug-and-play intelligent data node, with system engineering. SPiN democratises access to space, empowering manufacturers to unlock new ventures.

Job purpose

We seek a proactive Junior Business Developer with a background in aerospace and defence or a similar industry to join our growing team. This role will support the expansion of SPiN's footprint in the Italian space market, targeting both the traditional and new space segments.

Duties and responsibilities

- Identify New Business Opportunities, monitoring space market trends in Italy to understand the market ecosystem and identify new business prospects.
- Develop and Nurture Leads, creating new business opportunities, converting them into viable leads, and growing existing business opportunities.
- Manage Strategic Partnerships, building and maintaining strategic partnerships to strengthen SPiN's market position and expand opportunities for collaborative business endeavours.
- Manage Stakeholder Relationships, strengthening the relationship with SPiN's existing stakeholders in Italy.
- Engage in Industry Events, representing SPiN at trade shows and conferences in Italy to network and promote our solutions.
- Craft Compelling Proposals, developing persuasive proposals that communicate our solutions, with a strong focus on writing proposals in the ESA format.
- Report on Business Development Activities, providing detailed reports and insights on business development progress in Italy to Management and Executives.

Qualifications

- MBA or a Master's in Aerospace Engineering
- 00-2 years in a customer-facing role within aerospace and defence or a related industry, with a strong focus on working with government and inter-government entities
- Familiarity with proposal writing, specifically for government and institutional entities (i.e. ESA and ASI)
- Knowledge of how to introduce disruptive technologies into complex markets
- Familiarity with working in a scale-up environment
- Analytical Skills to understand and act on market data to drive strategic decisions
- Creative and Innovative Thinking to develop and refine ideas, transforming them into actionable business opportunities
- Strong proficiency in English and Italian (both written and verbal)
- Ability and permission to reside and work in Italy
- Willingness to travel as needed

Working conditions

- Location: Frascati, Italy
- Start date: Q4 2025

Please fill in the application form to apply for this opportunity: <https://wkf.ms/3rlgV6x>

For more information, you can contact us at hr@spinintech.com