



Sales and Business Development Manager

Start-up description

SPiN is a leading provider of modularity solutions for the space sector. It offers satellite integration solutions to transform satellites into modular systems, empowering satellite manufacturers to spend high-value time and money where it counts: pursuing new ventures. More information about SPiN can be found at <http://www.spinintech.com/>.

Job purpose

The sales manager will design and implement a sales and business development strategy, including managing a team of business developers across the group to achieve the strategic goals. The role requires strategic thinking, human resources management, communication skills, market knowledge, and building and maintaining relationships.

Duties and responsibilities

- Identifying sales and new business opportunities with customers and stakeholders.
- Developing and implementing business strategies in coordination with the company management and other teams.
- Developing, writing, reviewing and submitting business proposals in coordination with other teams.
- Evaluating potential risks and challenges associated with new business opportunities and developing mitigation strategies.
- Reporting on the implementation and the outcome of the activities.
- Monitoring industry trends and business intelligence to provide analysis and reports.
- Managing a distributed team across several countries.
- Developing new customer and stakeholder relations and maintaining the existing ones.
- Promoting SPiN and its products in events, workshops, exhibitions, etc.

Qualifications

- Masters in Aerospace engineering or MBA with project management
- 5 years experience of experience in business development in the space industry (upstream)
- Experience working with ESA and ASI
- 5 experience in sales
- Knowledge of Space Systems is an advantage
- Willingness to Travel
- Excellent communication skills in English and Italian
- Must be an EU citizen or with an EU residence permit

Working conditions

- Relocation to Frascati, Italy
- Start date: Q2 2024

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