

Sales Engineer (Luxembourg)

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

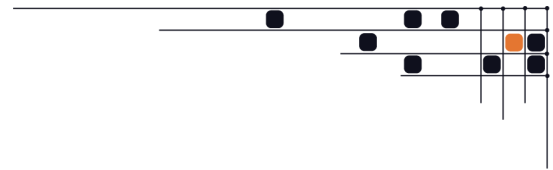
The Sales Engineer will be part of SPiN's commercial team, supporting the promotion and sales of SPiN's modular spacecraft solutions, including its main product, MA61C. The person will act as a technical liaison between customers and SPiN's engineering team, identifying customer needs, demonstrating how SPiN's modular solutions meet those needs, and supporting the technical aspects of the sales and integration process. The role combines technical insight with business acumen to help customers integrate SPiN's technologies into their spacecraft efficiently.

Duties and responsibilities

- Engage with potential and existing customers to understand their mission objectives and identify how SPiN's solutions can support them.
- Present and demonstrate SPiN's products and integration capabilities from a technical and commercial perspective.
- Translate customer needs into high-level requirements and coordinate with the engineering team to develop tailored proposals and quotations.
- Support technical and commercial documentation preparation, including proposals, tender responses, and statements of work (SOWs).
- Deliver product demonstrations, training sessions, and presentations for customers and partners.
- Represent SPiN at conferences and industry events to promote its technologies.
- Maintain strong customer relationships and provide technical assistance before and after sales.
- Collect and communicate customer feedback and market trends for product improvement.
- Collaborate with the marketing and engineering teams to align on technical matters.

Qualifications

- At least an MSc in Aerospace Engineering, Electrical Engineering or a related field.
- At least 2–4 years of experience in technical sales, business development, or application engineering within the aerospace industry.
- Strong understanding of satellite architectures and familiarity with subsystems (avionics, power, communication, or AOCS).
- Ability to communicate technical information clearly to non-technical and technical audiences.
- Experience preparing technical proposals, quotations, and sales documentation.
- Familiarity with system engineering concepts is an advantage.
- Excellent communication, presentation, and negotiation skills in English and French.
- Experience working with ESA or commercial satellite customers is a plus.
- Proactive, self-driven, and comfortable working in a fast-paced, multidisciplinary environment.



Location: Esch-Sur-Alzette, Luxembourg

Relocation: YES

Start date: Q1, 2026

Compensation: Competitive salary, Relocation package, Incentive scheme and Sales bonus

How to apply

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