



Business Developer

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

We seek a proactive Business Developer with a background in aerospace and defence or a similar industry to join our growing team. This role is vital for expanding SPiN's footprint in the German space market, targeting both the traditional and new space segments. Experience engaging with institutions like Deutsches Zentrum für Luft und Raumfahrt (DLR) and the European Space Agency (ESA) is highly desired.

Duties and responsibilities

- **Identify New Business Opportunities**, monitoring space market trends in Germany 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 Germany.
- **Engage in Industry Events**, representing SPiN at trade shows and conferences in Germany 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 Germany to Management and Executives.

Qualifications

- MBA or a Master's in Aerospace Engineering
- Minimum of 3 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
- Experience in proposal writing, specifically for government and institutional entities (i.e. ESA and DLR)
- Knowledge of how to introduce disruptive technologies into complex markets
- Experience 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 French (both written and verbal)
- Ability and permit to reside and work in Germany
- Willingness to travel as needed

Working conditions

- Location: Darmstadt
- Start date: Q4 2024

Please fill in the application form to apply for this opportunity: <https://wkf.ms/3rlqV6x>
For more information, you can contact us at hr@spinintech.com