



Vacancy: Business Developer

Celestia Satellite Test & Simulation BV (C-STS) provides innovative high-tech solutions to the international space community to support spacecraft development, AIT and post launch services. The company operates from Noordwijk, The Netherlands.

Our core activities include the design/development and support of high-complexity electronics based systems for Simulation & Test (EGSE) Products, TTC & TM/TC Systems, High-Rate & TTC Modems and Data Processing Systems.

Due to company's current growth, we are searching for a **Business Developer**. The individual will be mainly responsible to prospect new clients as well as to maintain and develop existing customer relationships.

The main tasks of the candidate will be:

- Establishing a business development and sales strategy for C-STS in the space industry
- Selling C-STS products and services
- Collaborating with C-STS Management in order to create business plan that is actionable and provides a clear direction for all C-STS activities
- Building an excellent client relationships offering value-added, insightful and strategic input to their business
- Working directly with current and potential C-STS Customers/Partners to represent and prospect C-STS technology, solutions and know-how
- Supporting proposals preparation to respond to RFQ and tenders as appropriate
- Participating and representing C-STS during meeting with Customers, partners as well as during fairs, exhibitions etc
- Reporting all meetings with Customers and Partners
- Maintaining Customers and prospects database
- Regularly perform competitor analysis
- Following up on agreed actions in scope of business development activities
- Taking active part in feasibility (bid) meetings
- Taking part in technical/negotiation meetings with Customers

Required key qualifications, skills and experience for the candidate:

- Technical background, minimum a bachelor in engineering
- At least 5 years of experience on similar position (space industry is an advantage)
- Sales experience providing technical solutions, products
- Ability to manage the BD cycle including prospecting, proposing, closing and further developing Customer or and Partner relationships
- Ability to quickly learn new technologies and translate into solutions that address customer needs
- Excellent communication and negotiation skills
- Ability to travel



- Ability to think strategically while acting independently to successfully manage and achieve short-term goals
- Ability to speak, read and write in English
- Socially strong in building relationships with suppliers, customers, colleagues.

For a practical and motivated individual, this position will offer an exciting challenge where they can contribute directly in the growth of this quality-driven, dynamic SME organization.

If you are interested, please contact us via email employment@celestia-sts.com

For further information related to the company, its products and activities refer to www.celestia-sts.com.