# TPZ VEGA UK Ltd JOB DESCRIPTION

# Business Development Manager (J3035)

# Summary

This is an exciting time for Telespazio VEGA in the UK as we embark on a strategy to establish the company as one of the leading Space companies in the UK and international markets. To support this growth we are looking for an enthusiastic and adaptable individual who is either active in a similar sales role or is looking to move in to sales from a related technical domain..

# Objective

An exciting opportunity to build and manage a pipeline of opportunities to successful contract award. The BDM will also be required to support activities identified by the Head of SS&A Sales and/or Chief Commercial Officer from time to time in order to develop sales skills and help close large opportunities as required.

# Responsibilities / Duties

**T**his opportunity will be based at head office in Luton, the key responsibilities will include:

* Understanding SS&A capabilities and being able to clearly articulate the benefits of TPZ VEGA solution to prospective clients
* Developing prospective opportunities within existing clients particularly with the EU/ESA navigation, ESA telecommunications programme (ARTES), Inmarsat and Astrium
* Develop new leads and prospects particularly within the satellite operator and prime contractor market and/or security and defence markets
* Working with other Telespazio staff members to maximise Telespazio VEGA UK’s position on ESA programmes
* Take responsibility for the complete Sales cycle from prospect identification to contract signature
* Assist other members of the sales team to convert prospects to signed contracts
* Contribute to SS&A sales target through individually or supporting other members of the sales team to win new business.
* Assist in defining marketing campaigns and be a key participant in marketing events

# Qualifications / Experience

* A degree or equivalent
* Either 3 years successful sales/business development or technical experience in a related domain where customer facing skills can be demonstrated
* Experience of interacting effectively with key stakeholders
* Knowledge of, space industry is highly desirable
* Knowledge of ESA programmes is highly desirable

# Essential Skills

* Ability to grasp new concepts quickly
* Customer centric
* Strong communication skills both written and verbal
* Excellent analytical skills

# Qualities

Calm and organized. Proactive individual who can work effectively as part of a team, whilst taking initiative when required.

# Further Details

All roles within Telespazio VEGA have a defined closing date, however if a successful candidate is found before the advert expires the role will be closed early. We would therefore advise any candidate to apply as early as possible to avoid disappointment.

# Benefits

Competitive package

# Security

*In line with Asylum & Immigration Legislation, all applicants must be eligible to live and work in the EU. Documented evidence of eligibility will be required from candidates as part of the recruitment process. Furthermore, in view of the nature of the work the company is in, all potential employees will undergo stringent reference and identity checks.*