

Role : Business Development Manager

Salary : £24-33,000 dependent on experience

Term : 2 year fixed with view to make permanent

Start Date : From January 2022

Description : Craft Prospect is seeking a dynamic Business Development Manager (BDM) to work with the Space Applications Lead and senior management team to identify and develop commercial sales opportunities for Craft Prospect products and services in the field of small satellite space technologies. The BDM will lead on the recurrent product and service based sales and accompanying proposal preparation, in addition to supporting wider ongoing business and innovation development at the company. They will actively seek and secure new opportunities through pro-active business development efforts aligned to the commercialisation strategies of the engineering leads, seeking out performing initial engagements with potential customers and sharing back market intelligence and needs.

They will plan persuasive approaches and pitches that will convince potential clients to do business with the company. They must develop a rapport with new clients, and provide support that will continually improve the relationship. They will also be required to grow and retain existing accounts by presenting new solutions and services to clients, as a face of the business to the space and user industry.

Working closely with the Space Applications Lead they will be responsible for the development and execution of product specific marketing campaigns and promote the business through marketing and social media activities. The BDM will need to be able to communicate and speak clearly to communicate business propositions resulting from complex technical solutions in clear language. The role will require a level of technical understanding and customer understanding with an ability to quickly identify and cost solutions to secure opportunities for the business.

The company seeks to develop a diverse and inclusive team, and encourages applications from all backgrounds. In recognition that different groups may respond to job specifications differently and that our talent pool can come from all quarters, we seek to minimise the number of prerequisites in any role and rather recruit for attitude, and ability to positively contribute to our small but growing team and our work. It is recognised that training in technologies and capabilities will be required, however some technical interest/understanding will be key.

Prerequisites : At least two years business development & sales in comparable technology industry

Experience with commercial development of new products and services from market research through to lead generation and sales

Responsibilities : Engagement with companies across UK, Europe and worldwide, setting up meetings with client decision makers and the business

Ability to communicate use cases for CPL products and services, planning client specific approaches and pitches

Sharing of key accounts/opportunities and day to day management of the sales pipeline with Space Applications Lead

Manage the development and definition of cost packs for products and services, to assist in the pricing strategy presented to market

Support the definition and formulation of contracts and licencing, emphasising agreements and working through differences to a positive conclusion

Lead in sales focus for recurring product and service sales, securing new work across all business domains: onboard AI, quantum communications, and mission architecture

Make and deliver presentations to a variety of audiences, and representing the business in a variety of corporate environments

Support engineering leads with ongoing commercialisation plans, working to develop proposals that speaks to the client's needs, concerns, and objectives

Lead the marketing plan and activities for the business, finding new business opportunities, leads, prospects through a variety of practical methods

Collate and report on market and business intelligence

Support development of customer-focussed information materials

Desired : Ability to clearly communicate business concepts for space and user industries

Ability to approach and engage with potential clients

Ability to meet tight proposal deadlines and work responsively to customer need

Desire to work in a small business and willingness to fill capability gaps

Ability to work autonomously and willingness to travel globally

Ability to be persuasive where needed, and negotiate win-wins for company and client

Line Manager : Head of Applications

About Us : Craft Prospect is a young engineer-led company in its fifth year having consistently doubled turnover and headcount every year, picking up a number of awards and recognitions along the way. We are looking for those able to work within a team leading projects and developing future space mission concepts to make a positive impact. Our diverse team includes former leads of national space missions, experienced industry professionals, and designers of Mars rovers. We want to develop our employees to become stakeholders within the organisation through employee ownership.

See more at www.craftprospect.com

Expected Grade : Associate | Senior Associate

Benefits : 4 day week option at 80% salary FTE (Tu-Fr)

Up to 16% pension (matched salary sacrifice)

Wellbeing and personal development budget

Yearly team strategy and away days

Life assurance and support

Employee share ownership scheme

Location : Glasgow, UK

Required in person/in office

Applicants : Applicants should email a cover letter and CV to: recruitment@craftprospect.com, using reference 21-01051.

Closing Date: An initial closing date of 7th January 2022 is planned, however this may vary depending on the applicants and go live dates, so our recommendation would be to apply early.