



<b>Role :</b>	Applications Engineer (Sales)
<b>Grade :</b>	Senior Associate
<b>Salary :</b>	£30-38k
<b>Term :</b>	Permanent
<b>Description :</b>	<p>The Applications Engineer will work within the Commercial Team to provide technical crossover and generate sales for Craft Prospect products and services. The role will consider CPL developments as products to deliver a range of space applications including quantum keys for securing next generation telecommunication networks, and gap-filling climate imaging. Requiring a blend of technical and business development acumen, the role will support in the bid preparation for larger strategic/high value projects as well as an outwards face for the business for conferences and trade shows, and marketing activities.</p> <p><i>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. We are an equal opportunities employer and can welcome interviewees with a range of accessibility needs, please let us know any requirements you may have.</i></p>
<b>Prerequisites :</b>	<p>4+ years experience in a customer facing role, technical sales or applications engineering</p> <p>Space sector or related experience</p>
<b>Responsibilities :</b>	<p>Engage customers through all stages of product development and sales</p> <p>Work closely with product development, Quality and Commercial teams</p> <p>Lead the design-in of Craft Prospect products</p> <p>Develop tools and support materials to help customers evaluate and acquire our products and services</p> <p>Contribute to the definition of new products and services and be responsible for identifying lead customers</p> <p>Help resolve quality or product performance issues, remotely and sometimes at the customer site</p> <p>Be the customer facing technical representative of the company</p>

Lead the sales process at chosen customers or application areas

Create training materials for customers and occasionally for company employees

Support the Testing and Validation process at customers

Attend and represent the company at conferences and trade shows

**Line Manager :** Head of Projects

**About us :** Craft Prospect is a young engineer-led company in its seventh year having consistently grown revenue and receiving over £1.3Mn in investment, picking up a number of awards and recognitions along the way. In May 2023 we announced our flagship VOLT mission, a c. £10Mn value mission supported by UKSA/ESA demonstrating advanced technologies in quantum/optical communications and onboard intelligence. We work on projects for commercial customers and space agencies, as well as cutting edge R&D in AI and quantum technology. We want to develop our employees to become stakeholders within the organisation, and as such are Employee owned through an ownership trust and look 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 applied researchers.

See more at: [www.craftprospect.com](http://www.craftprospect.com).

**Benefits :**

- 4 day week option at 80% FTE (Tu-Fr)
- Up to 16% pension (matched salary sacrifice)
- Wellbeing and personal development budget
- Tailored training both internal and external
- Yearly team strategy and away days
- Employee share ownership scheme

**Location :** Glasgow, UK

**Start :** Q1 2024

**Application :** Applicants should email a **cover letter and CV** to [recruitment@craftprospect.com](mailto:recruitment@craftprospect.com), using reference 23-01063.