

**Job title:** Business Development Manager

**Start date:** 2<sup>nd</sup> September 2019 or earlier

**Location:** Central London, UK



Applications submitted before 2<sup>nd</sup> August 2019 will be given full consideration.

Please send CV and Cover Letter to: [info@blueskiesspace.co.uk](mailto:info@blueskiesspace.co.uk)

### **About Blue Skies Space:**

Blue Skies Space Ltd. ([www.blueskiesspace.co.uk](http://www.blueskiesspace.co.uk)) aims to break the current bespoke, publicly-funded model for astronomy and astrophysics missions by employing a commercial approach to create new opportunities for cutting-edge science. We offer telescope time on cost-effective, rapidly-delivered scientific instruments for users worldwide through a service-based model. Our first satellite, the Twinkle Space Mission ([www.twinkle-spacemission.co.uk](http://www.twinkle-spacemission.co.uk)), will carry unique instrumentation designed to analyse the atmospheres of planets orbiting distant stars, as well as objects in our own Solar System.

### **Job summary**

Our company is seeking a Business Development Manager with strong interpersonal skills, excellent communication skills and the ability to work and travel autonomously when needed. The role entails engaging scientific communities worldwide to secure users for our first astronomy satellite mission, then subsequently managing our relationships with these users. The ideal candidate is a recent graduate who wishes to build their skills in Business Development.

### **Duties and responsibilities**

The overarching aim of the role is to significantly accelerate our company's sales and business development activities, in order to enable us to bring in users and revenues at a faster rate.

The employee will:

- Identify prospects in target scientific communities and initiate conversations.
- Secure contracts with users of our satellite missions; negotiate contracts and integrate contract requirements with business operations.
- Manage our relationships with our existing users.
- Understand the needs of different target communities and evolve our community strategies to meet these needs; develop internal and user-facing content.
- Develop a strong understanding of our services within the broader context of the space industry and astronomy research community; follow the latest industry developments.

- Promote the company's missions by giving talks/presentations/seminars at conferences, workshops and other events.
- Provide feedback on internal processes throughout the company, including changes to enhance efficiency and outcomes.
- Report directly to our Senior Business Development Manager; collaborate closely with our CEO, Head of Strategic Partnerships, Science Team and Engineering Team.

## **Key requirements**

Essential requirements for the role are:

- A degree in sciences, at undergraduate level or above.
- Strong interpersonal skills.
- Outstanding written and verbal communication skills.
- Excellent organisational skills, with emphasis on time management and effective collaboration with other team members.
- Strong proficiency in Microsoft Word, PowerPoint and Excel.

It would also be desirable for the candidate to have:

- Interest in astronomy, astrophysics or space.
- Previous work experience with an excellent track record.
- Fluency in additional languages.
- Experience with WordPress, Mailchimp and/or CRM tools.

## **Equal opportunities policy**

Blue Skies Space aims to provide a workplace in which all staff are treated in a fair and consistent manner. We will ensure, to the best of our ability, that staff and all others who have contact with the firm are not discriminated against, either directly or indirectly. In line with the UK Equality Act 2010, we are committed to providing equality of opportunity in all areas of dealing with staff, whether in recruitment and selection, promotion or training and development.