

Senior Space Industry Business Developer & Analyst

Full-Time position from February 2024

Paris, France

About ArcSpace:

ArcSpace is a space industry startup whose mission is to accelerate the development of a new generation of space infrastructure, through the development of technologies enabling in-orbit structures assembly. Supported by CNES, ESA and multiple European partners, this solution has the potential to radically change the way space systems are designed and to enable unparalleled spacecraft performance and cost as well as pave the way for new applications such as Space-Based Solar Power and lunar infrastructure.

Job description:

As part of the management & leadership team, you have significant experience in the space industry and possess commercial, institutional, and civil space industry insights to help shape the company's growth strategy through its product and services roadmap.

In collaboration with the CEO and CSO, your main duties and responsibilities include:

- Lead ArcSpace's business development roadmap in accordance with the company's strategic growth plans.
- Grow existing business opportunities and nurture relationships with existing customers, as well as create new business opportunities and relationships in new markets.
- Develop and implement sales plans, systems, policies, initiatives, and procedures.
- Remain up-to-date on the latest space systems competitive landscape and market, and lead market analysis (competitor analysis, SWOT analysis, geographical areas, market classification, etc), determine pricing, and provide support for business development, strategy, and the space systems product and services roadmap.
- Develop and present bid/no-bid strategies, and manage proposal planning, preparation, and submission.
- Coordinate and collaborate with the Engineering team to ensure product/market fit for strategic projects.
- Represent ArcSpace at industry conferences and customer meetings.

This position is based in Paris, France.

Your profile:

Master's degree in aerospace engineering, business administration or related field, you have at least 7 years of experience in business development and sales experience in the aerospace industry. Previous experience dealing with the European Space Agency is a must, with other agencies (CNES, DLR, ASI, NASA, other) and other relevant institutional space agencies considered a real asset.

- Extensive awareness of current/ongoing commercial and government space and satellite programs.
- Extensive existing network in space institutions and industry worldwide.
- Demonstrated ability to identify opportunities, create a business plan (including financial modeling and forecasts), qualify targets, assess decision-makers, and prioritize business development efforts focused on specific long-term growth objectives.
- Experience in establishing and maintaining long-term business relationships with government, civilian, and military entities' personnel and key aerospace customers.
- Readily take ownership and action on challenges and step up to manage tough situations while encouraging colleagues to do the same.
- Ability to work in a team centered around a commonly shared objective.
- Excellent communication and negotiation skills.
- Ability to interact appropriately with the press as necessary.
- Very good command of English and French (written and oral).

Why work at ArcSpace:

- Company values: Fairness – Efficiency – Teamwork – Excellence
- Significant and visible personal contribution to a high-impact societal & environmental space project
- Work within the Paris-Saclay campus-cluster, the leading R&D center in France
- Autonomy in work and diversity of tasks
- Package of fixed income + equity
- One day of teleworking per week, flexible hours

Overview of the recruiting process:

- Send your resume & motivation email/letter to Guillaume.mohara@arc-space.com
- 60 min video interview with Guillaume, co-founder and CEO
- Physical interview and technical discussion with the CEO and CSO
- Background check