

COMMERCIAL DIRECTOR – ASAP

Application to be sent to : gautier.bories@ridespace.io

ABOUT RIDE!

RIDE! is a NewSpace company based in Paris, France and founded in 2020. RIDE!'s vision is to provide the ultimate experience of launch services, on a large scale.

To do so, RIDE! has designed a digital platform to handle the end-to-end launch process for both Launch Vehicles and Satellite Operators ecosystems. From scouting **launch opportunities**, assessing performance, price and level of service, to contract launch service agreements, RIDE!'s platform allows its users a seamless experience.

Besides its platform, RIDE! provides a range of **launch services**, operated by mission managers, in charge of multi-deployment analysis, Launch RFP procurement strategy, Launch integration, Radiofrequency Registration, or Space Insurance benchmarking,

RIDE!'s strong ecosystem is composed of 40+ launch vehicles and OTVs, as well as 250+ satellite operators in more than 50 countries.

Launching a satellite has never been that convenient, affordable and safe !

RIDE! IS LOOKING FOR A COMMERCIAL DIRECTOR

Reporting directly to the CEO, the position of Commercial Director is -strategic for the growth of RIDE!. The Commercial Director is responsible for the performance of the Sales department dedicated to the Satellites Operators, including :

- Scouting opportunities for launch opportunities and/or launch services
- Bid Management
- Closing strategy

The Commercial Director works closely with the Launch Planning department. Indeed, once the launch opportunity is won (i.e. a launch service agreement is reached). Then, the mission manager takes over the implementation of the

launch which briefed by the sales department, in accordance with the customer requirements.

In addition, the Commercial Director supervises a team of Business Developers and Account managers. Business experience, established-commercial space network and the ability to understand the key launch success factors of RIDE!'s clients are decisive in the success of the position.

Finally, the ability to improve the company's turnover is the key expectation of the Commercial Director.

MISSIONS

The main mission is to develop the number of finalized launch deals and associated services.

The Commercial Director is expected to focus on:

- Challenging and implementing the Business Strategy for 2023/2024
- Scouting new opportunities in the satellite operators ecosystem
- Understanding the decision-making process and the key drivers of satellite operators
- Closing sales on launches and services aimed at satellite operators
- Supporting the clients in managing the launch project by ensuring good communication with the Launch Planning department
- Recruiting and managing a business team, and deliver performance
- Attending international exhibitions such as IAC, Bremen, Paris Space Week...

The Commercial Director may also be expected to edit or create new products and services sold by RIDE!

The Commercial Director has an active role in the management of launch opportunities and has at his disposal:

- The power of RIDE!'s platform
- An international network and an existing prospect base (250+ satellite operators or manufacturers)

- RIDE!'s team in charge of the business developers, account managers and growth marketers.

HARD SKILLS :

Management of complex sales

- Management of a sales process from start to finish (Meeting to closing)
- Bid Management
- Knowledge of the space market and its stakeholders
- Team management

SOFT SKILLS :

Reliable and committed to result

- Hard-worker
- Client-oriented
- Emotional intelligence
- gility and strong ability to adapt

PROFILE:

- 5 to 10 years of experience in "Business Oriented" positions
- At least 1 experience on a Space launch (sales of services or systems or systems closely related to a space launch)
- Networks developed in the space industry (upstream) (launchers, satellite operators, satellite manufacturers...)
- Has already managed a team in career
- \pm 3 hours time difference
- English (must have)
- French (nice to have)

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