

Business Development & Sales.**Location : Paris 11^{eme}****Contact : hire@sharemyspace.global.****Share My Space (<https://www.sharemyspace.space/>)**

The only solution today to manage safe navigation in crowded orbits. Share My Space proposes its fleet management panel allowing operators to manage collision avoidance with more prediction accuracy than what is provided by the public catalog of space objects. The company has been founded in 2017 and has developed its proposition and observation capabilities until 2020. From then, Share My Space has participated in large European and French projects, and started to get first product revenue in 2021 in the form of SaaS. Customers are primarily satellite operators looking for situational awareness solutions.

The company has now 7 employees in Paris and is looking at achieving 500kEUR of product sales in 2021, at the same time as raising fund for further expansion (telescopes). By 2025 The company is aiming at 10MEUR Revenues. Now its time to share the values and culture of Share My Space, the ambition is no less than providing the most complete service to ensure safe and sustainable use of space.

To increase its sales effort, Share My Space is looking for a BD & Sales professional.

Your Challenges

- Hit ambitious sales targets to make the company grow
- Research relevant sales targets and identify new customers
- Create outbound prospecting campaigns (emails, calls, events, etc.)
- Pitch the software to high-potential leads
- Understand Space Market to identify partners for other SMS – projects
- Gather feedback from various prospects and communicate your insights to the Product Team
- Participate in the creation of sales materials
- Stay in touch with new clients throughout the sales cycle process

Profile

- Demonstrated familiarity with SaaS products and enterprise sales
- 2 years in a qualifying or prospecting role required
- Critical thinking and strong decision-making abilities
- A resilient and persuasive personality
- Zero reservations communicating over the phone
- Empathy and a unique ability to understand customer needs
- A great attitude and love for teamwork
- Full professional English proficiency
- Travels to be considered in Europe in the first instance

Advantages

- Fixed & Variable pay depending on sales
- 50% of public transport network refund
- Remote working around 30% of the time