



Job Opportunity: Junior Business Development Manager

Celestia Satellite Test & Simulation BV (C-STS) provides innovative solutions for satellite testing and operations. Our products are being used by the leading aerospace companies like Airbus, Thales, OHB, European Space Agency and others to support spacecraft development and operations. We operate from Noordwijk, The Netherlands.

Due to company's current growth we are searching for a Business Development Specialist/Pre-Sales Engineer. The individual will be responsible for supporting and leading commercial and marketing activities.

What we do:

Our core activities include the design, development and delivery of complex electronics-based products:

- EGSE – electrical ground support equipment used to simulate and test satellite sub-system interfaces
- TT&C – telemetry, tracking & command equipment used to communicate with satellites in space
- Optical Digital Converters – a sub-system of optical ground stations enabling data retrieval from satellite sent to ground via laser communication means

What you will do:

- Identify and develop new leads in the aerospace and defense markets
- Support sales efforts to grow pipeline and drive opportunities through in-person and virtual meetings
- Follow up on the existing customer base to generate new opportunities
- Lead and/or support the proposal and quotation preparation process
- Bid/Tender management
- Maintain CRM records
- Represent C-STS at conferences and trade shows
- Participate in product roadmap definition
- Design and implement marketing activities
- Provide high-level pre-sales technical support about C-STS products/solutions
- Reporting to the Business Development Manager
- You will also work closely with COO and key system engineers in the team

What we are after:

- Aerospace or Electrical Engineering or Business background
- At least 2 years of work experience in technology company in sales or project management role
- Experience with tenders and solutions sales
- Fluent in Dutch & English
- Autonomous and proactive working style
- Ability to travel
- Preferably residing in the Netherlands
- You may not be an engineer, but you are able to understand and communicate technology
- Experience with pipeline management in CRM
- Excellent communication skills: written, verbal and presentation



What we offer:

- Interesting job in space industry
- Small company culture/lean processes, fast decision making
- Flexible work environment (hybrid)
- Culture of ownership and transparency (room for personal initiative and development)
- Pleasant workplace in modern well-equipped office
- Collaborative and friendly colleagues (7 nationalities, office language - English)
- Pension scheme
- More than 28 days of holidays a year
- Commuting allowance (our office is easily reachable from den Haag, Leiden, Amsterdam and Utrecht)
- Discount for health insurance package
- Company events (teambuilding etc)

This position offers an exciting job where one can contribute directly and be involved in transformation of European space industry.

If you are interested, please contact us via email employment@celestia-sts.com

For further information related to the company, its products and activities refer to www.celestia-sts.com.

