



SPACEPORT BUSINESS DEVELOPER

Details of the offer

Internal reference : E015

Contract type: CDI

Location: Massy (91) or Toulouse (31), frequent travels in France, Europe and worldwide.

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Contact : contact@spacedreams.com

SpaceDreamS

As spaceport architect, Spacedreams develops turnkey solutions and services for small launchers and launch bases.

The main concepts are: the NuPad, a multi-launcher mobile modular launch pad; and the TwinPad, the first digital twin of an interoperable launch system. Based on these concepts, Spacedreams develops innovative solutions for its customers.

The NuPad is the world's first modular, multi-launcher mobile launch base. Different modules integrate dedicated launcher services: fluid, electrical and mechanical. These modules are assembled and configured according to mission or customer requirements.

The TwinPad is the digital twin of the launch system on ground. It enables virtual commissioning and software development for launch vehicle and launch pad implementation, as well as simulation of cryogenic fluid, electrical and mechanical processes. The TwinPad can be used to virtually design and qualify the means and implementations of different launchers on different launch pads, and offer an anticipated user experience as close to the real thing as possible.

SpaceDreamS studies and develops ground facilities for several mini and micro launchers, as well as for major institutions. Spacedreams has won several calls for projects from the BPI and the European Commission's EuBEST project, aimed at developing the first modular multi-engine test bench with an industrial test rate.

The team

You'll be joining a small, multidisciplinary team of mainly technical experts based in Massy and Toulouse.

We attach great importance to cordiality, solidarity, passion, responsiveness and resourcefulness.

We speak French and English. All documents are written in English.

Job description

You will hold a central role in the management of SpaceDreamS's business.

You will refer to the CEO and work closely with the project managers and directors.

As Business Developer, you will:

- help design and implement a short and long-term business strategy
- support the CEO to define a business plan that will make the company's finances flourish
- support the management to implement the strategic plan
- identify new growth opportunities, worldwide
- manage commercial deals and contracts
- negotiate new commercial agreements and collaboration with other companies
- in accordance with the CEO, represent the company publicly and to investors

Experience and skills

In addition to a degree from a leading business or engineering school, you have extensive and successful business development experience in high-tech or space-related companies at international level.

You have a sharp holistic vision. You have very good interpersonal skills. You are a diplomat, ambitious and loyal for the Company.

Fluency in English is required.

The following points are considered favourably:

- Experience in startups creation and growth
- Knowledge of the launch base and launchers
- Knowledge of digital twin, and appetite for cutting-edge technologies
- Knowledge of space laws and directives
- Fluency in French

We offer

In addition to outstanding professional experience, we offer :

- Compensation commensurate with your skills and the key position you will hold within the company
- Social benefits
- Effective and simple health insurance
- Possibility of working from home
- Possibility to participate to the capital of the company
- Bonuses based on the achievement of objectives

Interested?

Send your CV and cover letter to: contact@spacedreams.com

We will contact you.