



Do you want to disrupt the space market together with us? Then this job add is for you!

Space business is booming: the space market is growing rapidly, new market segments are opening, and disruptive changes are taking place. As consequence of this rapid growth, the number of satellites and spacecraft is strongly increasing – and each spacecraft needs a propulsion system to perform its specific task.

Here ISPTech's propulsion technologies come into the play. Based on more than 10 years of research and development at the German Aerospace Centre (DLR), ISPTech's founders developed propulsion technologies that work with green (non-toxic) propellants. Our propulsion systems are characterized by a high efficiency, reliability and allow significant cost reductions.

By using these advanced propulsion technologies, ISPTech will satisfy the desperate demand for affordable, green and robust propulsion technologies and propel the whole space ecosystem.

ISPTech's relevance for the NewSpace market is backed by renowned deep tech investors (HTGF, First Momentum and Possible Ventures). We recently closed a €2M pre-seed round.

To support, extend and professionalise its business operations, its business development and sales activities ISPTech is looking for a

CHIEF COMMERCIAL OFFICER (F/M/X)

You will be responsible for customer and agency relationships and sale of ISPTech's advanced propulsion technologies to international space customers, agencies and partners.

With a lean team and fast decision-making, you will have the opportunity to demonstrate a problem-solving approach and work closely with others. You will have a large degree of freedom to operate.

Your Main Responsibilities

- Setting up, conducting, tracking and optimization of the overall sales process with focus on an excellent customer experience for NewSpace and Classic Space customers
- Strategic planning of the sales process in close cooperation with the CEO and CTO
- Generate input for the technical product development strategy and prioritization according to our customer needs
- Be responsible for the coordination, management, and representation of ISPTech's presence at conferences, trade fairs, and exhibitions
- Setting up, tracking and optimization of a CRM system as well as sales dashboards to monitor relevant KPIs and conduct competitor analysis
- The future entails the development, recruitment, and management of the commercial sales team

Your Qualification

- Relevant experience in the field of business development or sales in the space sector
- Possessing an entrepreneurial spirit and a proactive, hands-on approach
- A commitment to customer satisfaction and enjoyment in connecting with people
- Effective communication skills for various types of customers and organizational structures, ranging from startups to corporations and agencies
- Technical understanding in spacecraft systems and/or propulsion systems
- Fluent in business English, fluent in German would be a plus
- Master's degree in engineering, business engineering, business administration or similar
- Willingness to travel (2-4 trips per month)



Your Benefits

- An exciting work environment encompassing the whole process from the development, building and sales of space propulsion systems
- Sparring partner directly for the founders (CEO and CTO)
- Flexible working time, 30 days of holiday
- Combination of working in the office, at home, and on the go
- Performance-driven incentives and bonuses
- Significant Virtual Company Shares - Virtual Stock Option Plan (VSOP)
- Professional skills development through a broad base of responsibilities and freedom
- Engage directly and actively participate in the end-to-end development processes of an expanding NewSpace start-up

Location

At the moment, we are based in Hardthausen am Kocher, specifically at the DLR Institute of Space Propulsion, which is around 70 km north of Stuttgart. In 2024, a second site in the greater Stuttgart area will be opened.

Contact

Do you want to build something from scratch and really make an impact – then you should definitely join our team! If there are any uncertainties, don't hesitate to reach out at any time.

Lukas Werling (CEO and co-founder)

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