



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

We are looking for passionate

Business Development Manager (f/m/x)

with the prospect of getting head of business development.

You will be responsible for customer and agency relationships as well as for sales of ISPTech's green and advanced propulsion technologies. As business development manager you will closely work with international space customers, agencies and institutions.

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.

The background

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.

Who we are

ISPTech builds green, innovative and affordable propulsion technologies for any spacecraft size. Based on more than 10 years of research and development at the German Aerospace Centre (DLR), the founders developed technologies that work with green (non-toxic) propellants. Our systems are characterized by a high efficiency, reliability and allow significant cost reductions.

We will satisfy the desperate demand for affordable, green and robust propulsion technologies and propel the whole space ecosystem.

Recently we raised a pre-seed round and our relevance for the NewSpace market is backed by renowned deep tech investors.

Your Main Responsibilities

- Set up strategic business development for ISPTech in close cooperation with the CEO and CTO
- Build and maintain a relevant network in the Classic- and especially NewSpace industry.
- Being responsible for the coordination, management, and representation of ISPTech's presence at conferences, trade fairs, and exhibitions
- Prepare, contribute to and review all requests for information (RFIs) and request for proposals (RFPs) and organize a proposal team, guide proposal plans and create a high-quality proposal
- Drafting, coordination and writing of proposals for ESA, EU or public funded projects as well as setting up and coordination for public funded projects
- Close interface management with our internal R&D team regarding technical product development strategies and prioritisation according to customer needs

Your Qualification

- Bachelor's degree in engineering, business engineering, business administration or similar
- Relevant experience in the field of business development or sales in the space sector



- Possessing an entrepreneurial spirit, a proactive, hands-on approach and enjoyment setting up something from scratch
- 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
- Willingness to travel (2-4 trips per month)

Our Benefits

- 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
- Virtual Company Shares - Virtual Stock Option Plan (VSOP)
- Professional skills development through a broad base of responsibilities and freedom

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. At the end of 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.

Dr.-Ing. Lukas Werling (CEO and co-founder) and **Felix Lauck** (CTO and co-founder)

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