

Business Development Support Engineering, Security and Defense Vacancy for: Senior Business/Service Analyst

Redu Space services (RSS) has a vacancy for a member of the Business Development Engineering Team at the ESA Redu Station in the Ardennes region of Belgium.

The engineer will support RSS creating and bringing to market new services and products in the field of security, Governmental and defense satcom. This will include: working directly with Government and Institutions end-users to understand their current and future mission requirements, conducting analysis and providing inputs to shape RSS infrastructure and solutions capabilities, supporting the development of new programs, services and product offerings, support the writing of competitive proposals and the establishment/stand-up of new contracts and programs. The incumbent should possess a solid background in Satellite Ground Segment solutions in particular in the development of SW systems including security solutions and having experience in ESA/EDA Programmes with a strong emphasis on service provision/evolution.

In this position you will:

- Report to the New Business Manager (business development support);
- Develop new services approaches to existing markets, or new segments that are strategic;
- Interface with customers to identify potential opportunities, understand requirements, and develop effective responses to RFIs, RFPs, and RFQs;
- Capture and document end-to-end solutions/services to meet customer requirements;
- Develop schematics to confirm understanding of business requirements, and to document technical approach to those requirements for review and approval;
- This role involves working collaboratively with business users/stakeholders: first to transform their complex technical requirements into actionable specifications for IT developers and later to ensure the resulting systems meet the documented needs.

Ideal candidates should meet the following criteria:

- A Master Degree in Engineering, Telecommunications or a related field is desired;
- 5+ years of relevant work experience ideally in the development of SW systems in the satcom Ground Segment field, satellite communications in general and security of communications, will be considered;
- Direct experience in working with IT and system design/development teams. Knowledge of Software Architecture and network infrastructure are highly desirable;
- Extensive knowledge of the security and defense satcom technology needs, market trends, and ESA/EDA Programmes;
- Proven ability to work with customers to identify their requirements, develop and shape applicable end-to-end solutions, and deliver relevant programs, services, and product offerings;
- A background in management, with a track record of optimizing product and service infrastructure;
- Proven track record with technical projects in a complex systems environment;
- Outstanding written, verbal communication (English) and presentation skills;
- Effective, enthusiastic team player;
- Strong cross-functional team leadership skills;
- Ability to travel 20% of the time.

If you wish to apply for this job opportunity, please submit your application letter and CV by email to marieve.bellot@reduspaceservices.com