

Business Development Support Engineering, Security and Defense Vacancy for: Senior Sales Engineer

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

The engineer will support to develop and manage an RSS portfolio of business opportunities in the field of security and defense satcom services. 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 end-to-end solutions capabilities; supporting the development of new programs, services and product offerings; writing competitive proposals; and supporting the establishment/stand-up of new contracts and programs. The incumbent should possess a solid background in Satellite Ground Segment solutions including security solutions and having experience in ESA/EDA Programmes and in writing of related proposals. The candidate would be expected to support the acquisition of new business and manage some of these projects during the implementation phase.

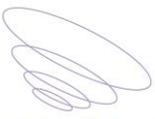
In this position you will:

Report to the New Business Manager (business development support) and the Service Manager (project management):

- Gather and disseminate business intelligence to provide early identification of new business opportunities, the competitive environment and key success factors;
- Interface with customers to identify potential opportunities, understand requirements, and develop effective responses to RFIs, RFPs, and RFQs;
- Develop end-to-end solutions to meet customer requirements;
- Assist where appropriate and propose the introduction of new products, and service offerings that will meet the needs our customers;
- Assemble winning teams that complement RSS capabilities and share similar business philosophies. Manage subcontractors, consultants, and other team members during the capture/proposal effort;
- Active involvement in proposal writing and proposal delivery is a mandatory requirement of this position;
- Develop project plans, enlist resources, and manage the execution of Integrated Development Organization initiatives and projects.

Ideal candidates should meet the following criteria:

- A Master Degree in Engineering, National Security Policy or a related field is desired;
- 5+ years of relevant work experience in the field will be considered;
- Extensive knowledge of the security and defense satcom technology needs, market trends, and ESA/EDA Programmes;
- Previous experience supporting proposals to ESA/EDA satellite communications is desirable or to Governments;
- 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;



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- Proven experience managing complex projects involving subcontractors
- Outstanding written, verbal communication (English/French) and presentation skills;
- Strong analytical, problem solving and negotiation 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