

Wednesday, 09 January 2019

Company Overview

Oxford Space Systems (OSS) is a multi-award winning, venture capital backed space technology business that is pioneering the development of a new generation of novel deployable antennas & structures for the global satellite industry. The company has rapidly built a reputation as one of the UK's rising stars of new space and continues to grow in response in demand for its technology. Find out more: www.oxford.space



As part of the company's expansion, OSS is expanding Business Development team. This offers the right candidate a great opportunity to work in a demanding, fast moving and dynamic commercial environment in one of the most exciting technology sectors, globally.

Position

Business Development Manager

Main duties

- Support the Head of Business Development in managing the company's pipeline of opportunities with duties that include:
 - market research and scoping
 - meeting with prospective & existing customers and collaborative partners
 - preparation of detailed technical bid documents & presentations
 - negotiation of contracts
 - relationship management
 - presentation and promotion of OSS to senior level key stakeholders
- The successful candidate will play a supporting role in securing complex opportunities
- He/she will take the lead in managing some of the smaller, less demanding opportunities
- Manage the company's marketing collateral on a day-to-day basis: this covers written and visual content, including the company's website and social media activity; also

drafting appropriate press releases and monitoring the trade and wider media for coverage of competitors and potential collaborators

- Develop OSS product factsheets and other appropriate marketing material
- Maintain a database of competitor products and activities
- Support/lead meetings and maintain relationship with OSS' syndicate of investors, as required
- Support the Head of Business Development in developing company's growth and expansion strategy
- Build and maintain robust working relationships with the OSS Technology & Operations teams
- OSS is a dynamic, rapidly-growing venture capital backed enterprise. From time-to-time the Business Development team may be required to engage in other activities, such as Project Management on smaller projects and/or in a support of larger projects
- The position will require attendance/presentation at conferences and customer engagement, both in the UK and overseas, and thus both domestic and international travel should be anticipated

Essential Skills, Qualifications and Experience

- A Bachelor or Masters Degree in Engineering or Science subject is desired but not essential. An MBA or similar commercial qualification is also applicable
- Demonstrable commercial awareness and a strong business acumen
- Excellent communication skills – listening and adapting communication strategy to suit the audience
- A flair for presentation: in person, on screen or on paper, able to engage the audience whilst maintaining the company's high standards of integrity
- Space industry experience desired but not essential
- An ability to demonstrate performance in a demanding environment where adaptability has been a key attribute

Personal

- Good interpersonal skills
- Excellent technical English written/verbal communication and presentation skills
- Self-motivated to meet objectives

- Good sense of humour to work in a high-pressure team environment
- A common sense 'can do' attitude that seeks to pro-actively support colleagues
- Ability to work both alone and in teams as required by the individual task
- Ability to work within defined timescales to meet programme milestones
- Willingness to learn and share knowledge with other members of the team

Location

Zephyr Building, Harwell Space Cluster, Eight Street, Harwell, Oxfordshire, OX11 0RL

Job type

Permanent

Job Status

Full-time

Salary and Share Options

TBA

How to apply

If you are interested in working with us, then please email your CV and covering letter to jobs@oxford.space with the job title you're applying for in the Subject line of the email.

Please note that only suitable candidates will be contacted. If you are unsuccessful in your application, your data will be destroyed within 6 months of your application.

We may retain your email details for future opportunities, please inform Oxford Space Systems as part of your application if you do not wish us to hold your personal data.

All applications are treated in the strictest of confidence.