

International Business Development Manager (Junior or Senior)

THE COMPANY

French Space Agency (CNES) spin-off, ANYWAVES® develops revolutionary antennas for SmallSats. Based on breakthrough technology and an expert team, ANYWAVES® designs and manufactures a new generation of miniature, high-performance and high-quality antennas for Space applications such as Telecommunications, Navigation, Earth Observation, Atmospheric Input and many others. ANYWAVES® is the first European "pure player" Antennas for the "Newspace". The company also offers an expertise in Antennas to support its customers and to guarantee the final performance of antennas in their operating environment. ANYWAVES® has the ambition to become the leader of miniature antennas for critical systems.

We are a young French startup, located in Toulouse. To face to our fast growth, we hire our new International Business Development Manager (Junior or Senior).

DESCRIPTION OF THE POSITION

You will join the Business Development team and you will be responsible of:

- ✘ Identifying business opportunities in the target market, and completing appropriate research on the prospective client's business and equipment needs,
- ✘ Building long-term successful relationships with prospects and existing clients,
- ✘ Being aware of the Space market, especially on SmallSats market,
- ✘ Developing the sales on off the shelf antennas,
- ✘ Managing RFIs, RFQs and RFPs with the support of the technical team,
- ✘ Negotiating contract terms with clients and communicating terms to stakeholders,
- ✘ Collaborating with the technical team to ensure contracted product and project specifications and executed on-time and as agreed,
- ✘ Attending worldwide conferences, tradeshow, workshops,
- ✘ Considering all Export aspects (Regulations, Processes, ...),
- ✘ Reporting on the business activity.

ADDITIONAL TASKS

- ✘ Participating in the response of call for tenders,
- ✘ Promoting the offer of Anywaves products and services by participating in the Marketing & Communication activities (professional social media, advertising, E-mailing and so on),
- ✘ Doing market studies,
- ✘ Collaborating with executives on business strategy to determine objectives.

SKILLS & EXPERIENCE

- ✘ Bachelor's degree in Business and/or Engineering,
- ✘ 2+ years experience in Space Industry,
- ✘ Fluency in English, Fluent or Intermediate French,
- ✘ Negotiation, Closing deals,
- ✘ Excellent verbal and written communication skills, including facilitation of group presentations,
- ✘ Technical understanding ability,

Nice to have:

- ✘ English native language,
- ✘ Third language (Spanish, German, Chinese, Japanese, Arabian, Indian, Italian ...),
- ✘ Master's Degree in Business,
- ✘ 5+ years experience in Space Industry,
- ✘ Microwave frequency and Antennas skills,
- ✘ Marketing and Communication skills.

HOW TO APPLY

You are dynamic, sociable, responsive, persistent, rigorous, autonomous and you like ambitious challenges, working in a team and travelling, do not hesitate to apply by sending your CV, including a cover letter at gregory.beddeleem@anywaves.eu.