



## **Sales Engineer - Earth Observation / Remote Sensing**

At Open Cosmos, our mission is to enable affordable, fast and easy access to space by providing turnkey solutions to M2M / IoT, communications, tracking, surveillance, remote sensing, science, and Earth Observation companies.

Our solution includes:

- qbapp mission simulation platform,
- qbee nanosatellite platform,
- payload development
- assembly, integration, and testing,
- launch procurement,
- frequency allocation,
- insurance,
- platform and payload operations.

Reporting to the Chief Commercial Officer, the Sales Engineer will identify, develop and manage new business opportunities beyond the normal activity conducted by the sales team.

### **Your Job**

You will become part of a team of satellite professionals and manage sales activities for 3 verticals:

- Earth Observation / Remote Sensing
- Science
- Space Technology development.

As part of your daily job you will identify potential leads and manage the full sales pipeline from qualification to deal closure.

### **Your Responsibilities:**

- Build market positions by locating, developing, defining, negotiating, and closing business deals.
- Contribute to design, develop, own, manage and maintain the Earth Observation / Remote Sensing, Science, and Space Technology development value propositions.
- Execute pre-qualification due diligence of new sales opportunities.
- Close new business integrating technical, legal, and operational requirements.
- Interface with the engineering and product teams; work with both technical and business counterparts in the customer community.
- Conduct presentations, set up client demonstrations and visit client sites.
- While focusing on commercial sector opportunities, also leverage subsidy and/or public private partnership programs.



- Define business opportunities with each potential lead and evaluate the financial benefit to Open Cosmos.
- Lead RFIs, RFPs, and RFQs efforts by writing business proposals.
- Always be on the look to learn new things and share them with your team members.

**Required Skills and Experience:**

- Master's degree in engineering
- A first relevant sales experience in the Earth Observation / Remote Sensing, Science, or Space Technology development sectors.
- Ability to communicate effectively with engineers, technicians, managers, and directors.
- Ability to work under pressure and thrive in a fast-paced, rapidly changing work environment.
- Can work effectively in structured or virtual teams.
- Can work extended hours and weekends as needed.
- Must be driven, highly motivated, and committed to results.
- Fluent English, both spoken and written.
- Equipped with strategic outlook, tactical capability, and excellent negotiating & closing skills.

**Preferred Skills and Experience:**

- Experience in the satellite industry.
- Experience in selling Earth Observation / Remote Sensing, Science, and Technology development for multiple verticals like telecom, agricultural, industrial, energy, Oil & Gas.
- Fluency in German, French, Spanish or Chinese a plus