MAGDRIVE

Commercial manager job specification

Magdrive is looking to hire a commercial manager to help develop a revolutionary, next-generation spacecraft propulsion system. The Magdrive propulsion system delivers an unmatched level of thrust (>100 mN/kg) with extraordinary efficiency (>2000 s) that will unlock new capabilities for spacecraft and enable entirely new industries in satellite servicing, orbital assembly and interplanetary transport.

You will play a pivotal role as one of the first employees of Magdrive, which brings enhanced freedom, responsibility and potential for career growth. You will develop new commercial opportunities at Magdrive, in particular managing the company sales pipeline while developing new collaborations and applying to grants. The novel technology Magdrive is developing will require creativity to identify new commercial opportunities that push what is currently possible with space propulsion

Responsibilities

- Liaising with potential customers and managing a sales pipeline
- Identify opportunities for new contracts
- Arranging orbital launch opportunities
- Developing commercial, industrial and research collaborations with potential customers
- Identifying and applying to grants and other opportunities
- Monitor national and international regulations
- Analyse data and generate reports to identify potential for business growth

Essential

- Experience in the space industry
- Experience in B2B sales and managing a sales pipeline
- Proven ability to develop new commercial opportunities and relationships
- Passion for space travel and for taking a bold approach to a transformational technology
- Fast and effective problem solving skills
- Ability to work under pressure to tight deadlines
- Strong communication and interpersonal skills

Desirable

- Experience in taking hardware from design to orbit
- Experience with grant writing

Benefits

- Salary £30k - £50k per annum (DOE)
- 25 days annual leave + bank holidays
- Flexible and remote working
- Support for home office setup
- Generous share options scheme

Please send enquiries to info@MagdriveSpace.com