



Business Development Executive

Overview

SatSense are an innovative satellite ground movement data company with unique capabilities and big ambitions. Our InSAR dataset holds valuable information for infrastructure, property, insurance, utilities, mining, energy, and construction applications. We help asset managers and engineers remotely assess and manage risk imposed by historic or ongoing ground and structural movements.

With venture capital backing and experiencing rapid growth, we are looking for a Business Development Executive to grow with the company. We are led by our technology and a desire to create the best possible insight for our customers. We are an inclusive and flexible team that love collaborating internally and externally, motivated by a belief that the supportive environment we provide is reflected in the quality of what we deliver.

The Role

This Business Development role requires a motivated self-starter, capable of organising their own time and managing multiple priorities. Reporting to the CEO or Business Development Lead, you will be responsible for lead generation and executing our sales process. The role is expected to be divided into one third lead generation activities, one third contributing to proposals or materials, and one third existing relationship management.

The candidate will be supported to develop product knowledge and is expected to become a technically competent advocate for SatSense products and services. Excellent communication skills are required for liaising with customers, colleagues, and company directors. This role will require actively supporting and managing business development tasks, including preparation and delivery of materials for marketing and presentations.

This is a hybrid position with the candidate spending two days per week in our award-winning Nexus office in Leeds. There will be regular opportunities to travel to meet customers and represent SatSense at events. For the successful candidate, this role will provide an opportunity to play a leading part in a growing sales team and become a respected authority in the delivery of next generation satellite technology and geospatial services.

Candidate Skill and Experience

- 3+ years proven success in b2b technology sales with demonstrable ability to close sales, general business development, marketing and/or PR.
- A proactive approach, preferably selling high-value low-volume products.
- Excellent interpersonal skills combined with strong verbal and written communication skills.
- Willing to travel when/where required to develop relationships and secure business.
- A-level+ qualification in STEM, with a desire to develop product knowledge in a technical environment.
- Experience in Earth Observation, Geospatial, Geotechnical, Rail, or Utilities sectors would be a bonus.

This is an entrepreneurial role within a fast growth technology start-up. The successful candidate must be a natural self-starter, have initiative and enthusiasm in abundance, be highly organised and professional, and be happy to work outside their comfort zone to succeed.

Salary and Benefits

- Competitive salary + performance bonus.
- 25 days holiday per year + UK bank holidays + increasing with service + options to buy holiday.
- Flexibility on working arrangements, expected two days in office per week (37.5-hour week).
- Professional development allowance.
- Enhanced maternity and paternity pay.
- Regular staff socials and activities.

No agencies please.