



## Business Development Lead

### Overview

We're an innovative InSAR ground movement data company with unique capabilities and big ambitions. Our dataset holds a large amount of information for infrastructure, property, insurance, asset management and construction applications. Backed by venture capital and experiencing rapid growth, we are looking for someone motivated to grow with the company. We are led by our technology and a desire to create the best possible insight. We are inclusive, flexible and we love collaborating internally and externally to deliver the best we can for our customers. We believe that the supportive environment we provide for our people is reflected in the products and services we offer.

### The Role

The role requires a motivated and friendly self-starter, capable of organising their time and managing multiple priorities. Excellent communication skills are required as the person will be required to liaise with customers, staff and company directors. Reporting to the CEO, the candidate will be responsible for assisting with strategy, and developing and executing the sales process.

The candidate will be expected to develop product knowledge and to become a technically-competent user and seller of SatSense's range of products and services. The role will also require actively supporting and managing business development support tasks such as preparation and delivery of materials for marketing, the company website and presentations.

The role is likely to be split into roughly one third lead generation activities, one third writing proposals, responses or other materials, and one third managing work delivery. The candidate will be expected to spend 2-4 days per month in Leeds with the team during the initial probationary period, and then a similar amount of time meeting customers, networking and events.

For the successful candidate, this role will provide the long-term opportunity to build their own sales team, play a key role in our broader strategy and progress to Director level.

### Candidate Skill and Experience

- 3 or more years' proven success in b2b technology sales including demonstrable ability to close sales, general business development, marketing and PR; preferably selling high-value, low-volume products
- A proactive "hands-on" approach
- Self-motivation, enthusiasm, energy and a sense of humour
- Excellent interpersonal skills combined with strong verbal and written communication skills
- Willing to travel where required to develop relationships and secure business
- **This is an entrepreneurial role within a small, 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 zones in order to succeed.**

### Salary and Benefits

Competitive salary + performance bonus, 25 days holiday per year plus UK bank holidays increasing with service, option to buy holidays, flexibility on working arrangements, professional development allowance, enhanced maternity and paternity pay, staff socials and activities - and other benefits.

For more information, please email [matthew.bray@satsense.com](mailto:matthew.bray@satsense.com) although we request that no agencies contact us.