



HE Space is a successful international space company. For 40 years, we have been supporting our customers with qualified experts in the field of engineering, science and administration. HE Space has joined forces with CS Group to lead the engineering and digital space market in Europe and to provide highly skilled consulting.

Key Account Manager

Key Tasks and Responsibilities

Your responsibilities will include:

- Identify business opportunities with existing and new clients in Germany and Northern Europe;
- Develop and maintain close client relationships;
- Identify potential partners to guarantee the optimization of CS's positioning within Germany as well as for specific opportunities;
- Create and maintain a pipeline of sales leads;
- Become fully conversant in, and able to demonstrate, CS products;
- Interact with the CS product technical experts & provide customer feedback;
- Manage the preparation of offers and proposals to customers in liaison with CS's Pre-sales team;
- Support negotiation of resulting contracts;
- Ensure leads are properly qualified and ensure the CS Sales lifecycle is adhered to for all proposals;
- Achieve the business development targets for Germany and Northern Europe;
- Coordinate with the Marketing team to ensure the product website and social media are up-to-date and attractive to customers;
- Review and propose improvements to the governance of the business development process in accordance with Best Practice;
- Ensuring a permanent market/customer watch, evaluating business opportunities and supporting the implementation of solutions accordingly.

Skills & Experience

You will have the following qualifications and relevant experience:

- You have at least 5 years' experience in technology related sales or in business development preferably in the space industry or an equivalent engineering industry in an international environment;
- You are an individual that thrives on developing and closing deals in the space and security market and working with major customers at the cutting edge of technology. The successful candidate will need a strong customer network within the German space industry, and have the aptitude to both develop revenues and build the CS Group brand across this key market;
- You have strong interpersonal and commercial skills which allow you to interact, develop strong professional relationships and negotiate with customers at all levels;

Passionate about people and passionate about space

- The role will appeal to a self-starter, who is highly motivated, accustomed to working independently but who can also work effectively in a team. You have a business hunting profile with eagerness to develop new markets across Northern Europe;
- English and German are a pre-requisite. French and other European languages are a plus.

This job is located in **Darmstadt, Germany**.

If you think you have what it takes for this job, please send your CV (in English and in Word or PDF) to Kalina Traykova, by clicking on the button "Apply for this job" quoting job **NL-HP-24074**.

An exciting and dynamic international working environment awaits you!

Please note: Due to work permit requirements for this position, please apply only if you are citizen of a European Union state or if you are eligible to obtain a work permit for Germany.