



Scalable by Design

## WE ARE HIRING

### A BUSINESS DEVELOPMENT & SALES MANAGER

#### WHO WE ARE

Veoware Space is a satellite equipment supplier. Our proprietary technology enables satellites, launch vehicle, space cargo and future moon /mars Landers to become 10x more effective than what is currently available.

#### WHAT YOU WILL DO

You will be the foundation of the business development & sales team. Your role will be to lead customer relationship building efforts. You will be responsible for testing the interest of prospects, validating the needs of qualified leads and building the momentum with customers until deal closure.

Your primary focus will be on commercial satellite manufacturers and customers of satellite operators in the Earth Observation, Communication, and Space Situational Awareness verticals. Secondary focus will be put on other verticals (small launchers, cargo, stations, space exploration). Governmental customers will be addressed too (both civil & military) together with the CEO.

You will naturally follow customers post the sales to ensure a smooth client experience.

#### WILL YOU HELP US CHANGE THE SPACE INDUSTRY?

#### PROBLEM WE FIRST FOCUS ON

Governments and corporations need continuous insights on what is happening on the ground. Satellites have become an essential part of the process and are tasked daily to collect images over important targets of interest. To meet this demand, the satellite manufacturing market has been growing exponentially (8x more satellites built between 2012 – 2018 and 10x growth forecasted by 2028)

However, 99.5% of these satellites use ineffective actuators as they cannot access state of the art pointing technology (currently too big and too expensive). Using traditional technology makes them very slow at manoeuvring from target to target, thus losing time & missing revenue opportunities.

#### OUR SOLUTION

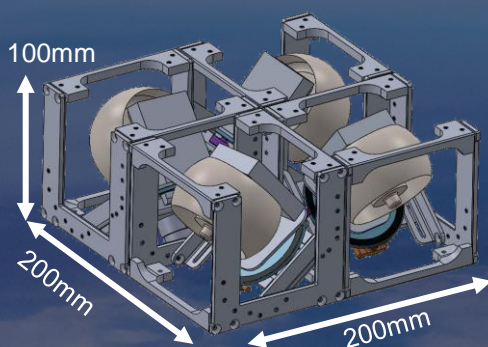
Veoware Space offers a state of the art next-gen actuator for the 99.5% of currently not served customers, enabling them to increase the effectiveness of their satellite by a factor of 10x.

This same technology can then be applied for kick-stage of launch vehicles, ISS cargo, in-orbit servicing or even planetary probes and landers!

#### INTERESTED? APPLY HERE!

[jobs@veoware.space](mailto:jobs@veoware.space)  
[www.veoware.space](http://www.veoware.space)

OUR TECHNOLOGY



## MUST HAVES

Be a people person with high social skills and empathy to build trust and relationships. Excellent communication skills.

Engineering Master's degree and experience working, explaining & pitching high value added technological hardware products to multi-cultural, multi-disciplinary and international audience.

Experience in customer management, customer relationship building, customer empowering.

Ability / availability to travel minimum once per month (USA East & West coast, Japan, South Africa, Europe, Middle East)

## DESIRED

Experience in business development & sales.

Experience in proposal writing & negotiation

Experience in project management

Extensive network in space industry (commercial satellite manufacturer & satellite operators)

Knowledge in attitude control technologies.

Knowledge in satellite design & space systems

Fluency in English is required

Fluency in French, Dutch or/and German is a plus

Notions in Russian, Chinese, or Japanese are a plus

## WHO WE HIRE

We hire people who are not averse to taking risks – we do not hold back our employees in any way when those risky initiatives fail. We don't hire people for a specific task and we are not hemmed in by role definition or organizational structure.

Our team members are encouraged to test their own ideas. We are looking for people who don't keep quiet when they disagree with something, people who get bored easily and need to discover and learn a lot. We aim at hiring people who are multidimensional, combining technical depth with business savvy and creative flair.

## WE ARE A TEAM OF ENTREPRENEURS WITH TWO FOUNDERS WHO YOU WILL BE WORKING WITH



### JULIEN TALLINEAU

CEO (Founder)

10+ years in the space industry.

Entrepreneur, physics civil engineer and business developer with experience in successfully structuring new space businesses, designing & developing satellites & space systems internationally. Passionate about flying planes (private pilot) and Alumni & Lecturer at the International Space University.



### JULIEN DEMONTY

CTO (Founder)

10+ years in the terrestrial industry.

Entrepreneur, physics civil engineer with large knowledge ranging from nuclear physics, thermodynamics, aerospace, optics, numerical analysis or multi-core programming. Passionate by the field of energy with expertise in aeronautics, automotive, glass factory, petro-chemistry, plastic foam extrusion and concrete technology.