Job title: Business Development Manager (m/f/d)

About Marble Imaging

We will disrupt the European Earth Observation industry by developing our own satellite constellation and cutting-edge AI supported analytics. Marble Imaging is a German NewSpace company, combining engineering, aeronautics & Earth Observation to address global challenges from security, sustainability, climate adaptation and disaster resilience. We aim to provide these EO based analytics and insights by developing and operating our own constellation of very high-resolution multispectral satellites providing up to hourly revisits of areas of interest by 2029. We are a fast-growing and diverse team, comprised of highly motivated professionals from various backgrounds. We share a common vision to make EO more accessible and understandable so that EO data can be incorporated into rapid-decision-making in every part of our global world.

About the business development team

You will be part of the business development (BD) team and will be involved in a wide range of varied activities. We want to drive forward the commercialization of Earth Observation and become a key player in the field of Earth Observation data and analytics in Europe. The growing BD team is involved in establishing new business relationships, maintaining existing customers, and acquiring new customers from the civil and security sectors. The BD team also stands out for its excellent and up-to-date knowledge of the EO market, its ability to understand and communicate technical EO aspects, and actively spreading Marble's vision all around the world.

Location – Our business development team offices are currently based in Bremen and Frankfurt am Main. You will need to be within a commutable distance from either of those locations.

The role

Your role would include the following topics:

- Acquisition of new customers and maintaining existing customer relations regarding Marble data and Marble analytics
- Development of BD/sales content for tenders and projects
- Creating internal market analyses and sales presentations
- Obtaining user requirements for Marble data, analytics, and the Kaleidoscope portal, and collaborating with the Marble product and space teams
- Working on legal processes (eg. EULAs, SatDSiG) and customer contracts
- Representing Marble at trade fairs and conferences

About You

Required:

- Multiple years of experience in business development and/or sales at an EO downstream company
- Excellent knowledge and network in the field of Earth Observation and downstream applications

- Good knowledge and keen interest in aerospace engineering and satellite technology
- An outgoing personality and excellent communication skills, both verbal and written, enabling effective collaboration and presentation of complex technical concepts
- Confident and independent working style and willingness to travel
- Business fluent in English (business fluent in German is a big plus)
- Very good comprehension skills and flexibility in different areas of application
- Physical presence in the office in Frankfurt/Rhein-Main area or Bremen at least 40-60% of the time

Good to have

- Extensive knowledge of CRM systems like Hubspot
- Basic skills in utilizing motion design and/or graphic tools (Adobe Creative Cloud)

What We Offer You Here at Marble Imaging

1. You will be part of a NewSpace company that is revolutionizing the world of EO with its own fleet of European satellites.
2. You will have a chance to work in a fast-growing, multi-disciplinary, and diverse team with a strong desire to change the world.
3. Participation in our VSOP (Virtual Share Option Plan).

At Marble Imaging, we are committed to fostering an inclusive and welcoming workplace. We believe that diverse voices bring diverse perspectives that fuel innovation, creativity, and the ability to tackle global challenges effectively. We encourage individuals of all races, ethnicities, genders, sexual orientations, abilities, and backgrounds to join us in our mission to change the EO world. We are an equal-opportunity employer.

Join us on our mission to explore and reimagine the possibilities of VHR EO based analytics and help us tackle global challenges. If space is the final frontier, you will be getting one step closer to reaching it with Marble Imaging. Contact us for questions and information at **recruiting@marble-imaging.de.**

Contact for this position:
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Marble Imaging GmbH
Court of Registration: Amtsgericht Bremen, HRB 41893 HB