Job title: Sales Manager for Earth Observation data (and analytics) (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 with **the first satellite launching in Q1 2027**. 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 team

You will be part of the sales team working closely with Marble's marketing and business development teams. You will drive forward the commercialization of Marble's future Earth Observation data from our own sovereign VHR constellation while also selling EO analytics and intelligence products based on EO data.

Location – Our sales team offices are currently based in Frankfurt am Main and Bremen. 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 (resellers and direct customers) for Marble's VHR satellite data and analytics.
- Own opportunities from lead generation through negotiation and closing.
- Identify target customers, applications, geographies and high-value opportunities; maintain a structured sales funnel and revenue forecast. Creating internal market analyses and sales presentations.
- Translate customer needs into EO products by understanding requirements regarding resolution, spectral bands, revisit, coverage, tasking, delivery (via API/Kaleidoscope-portal), licensing, etc., and translate these into actionable requirements for the Space and Product teams.
- Lead and support in commercial proposals – prepare offers, pricing, tender responses, sales presentations and other commercial material for both public and private customers.
- Develop data pricing and commercial models by supporting the definition of imagery pricing, subscriptions, tasking/access models, volume agreements, licensing and analytics packages.

- Support EO data contracting and compliance by working on legal processes e.g further refinement of Marble's EULAs, customer agreement frameworks, order processes and compliance with Germany's Satellite Data Security Law (SatDSiG/SatDSiV) and customer contracts.
- Provide market and competitor intelligence by tracking EO data pricing, customer demand, competitors, new constellations and downstream market developments and feed this into Marble's commercial and product strategy.
- Represent Marble externally by attending customer meetings, industry events and conferences and actively develop Marble's network within the international EO ecosystem.

About You

Required:

- Several years of B2B/B2G sales experience in Earth Observation, ideally specifically selling commercial optical/VHR satellite imagery.
- Strong understanding of the EO data market and commercial ecosystem: satellite operators, data distributors, governments, defence/security customers and downstream companies.
- Existing customer network within EO, ideally including institutional/government and commercial customers in Europe and internationally.
- Good technical understanding of satellite imagery and EO products – e.g. GSD/resolution, spectral bands, revisit, tasking, archive vs. new collection, orthorectification, cloud cover, delivery and licensing.
- Ability to understand customer applications and translate them into concrete satellite acquisition/data requirements.
- Experience managing the full sales cycle.
- Experience with tenders/RFPs and complex B2G/B2B procurement would be particularly valuable.
- Commercial mindset with the ability to develop pricing, licensing and contractual models for satellite data.
- Strong communication and presentation skills, including the ability to sell technically complex products to both technical and non-technical decision-makers.
- Independent, proactive and target-oriented working style; comfortable operating in a fast-growing startup/scale-up environment.
- Business-fluent English; German is an advantage, particularly for governmental customers.
- Willingness to commute at least 3 days/week to either our office in Frankfurt am Main or Bremen and to travel to conferences/events.

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 data and analytics and help us tackle global challenges. Contact us for questions and information at recruiting@marble-imaging.de

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Marble Imaging GmbH
Court of Registration: Amtsgericht Bremen, HRB 41893 HB