



66 rue Pierre-Paul Riquet
31000 Toulouse
France
Tel : +33(0)562211007
sales@spacelinks.com

An exceptional opportunity for a high performing senior manager or director with a track record of selling high value solutions to commercial and government customers. This is an exciting time for our Client as they embark on a strategy to establish their company as one of the leading companies in the UK Space Services Industry.

Objective

As the **Sales Director** you will be responsible for the delivery of sustainable and profitable growth and for the company reaching its strategic sales goals.

Responsibilities / Duties

This is an exciting opportunity to be part of the senior leadership team of a highly regarded UK company, which is part of a much larger international group. Your role will be to grow our existing business and achieve ambitious growth objectives. You will report to the CEO and have overall responsibility for all commercial and sales functions.

Responsibilities will include but are not limited to:

- UK & Export Sales
- Marketing and Communications
- Develop existing business
- Actively create new business opportunities
- Lead complex proposals
- Manage stakeholder relationships and requirements
- The effective leadership and development of the sales, marketing and bid team
- Strategic planning and implementation
- Full responsibility for the sales, BD and marketing budgets
- Travel within the UK and overseas will be required

Qualifications / Experience

- At least 10 years successful, demonstrable sales experience selling technical solutions and services
- Knowledge of the space industry



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- Experience of evaluating requirements, defining spec and delivering complex solutions and services
- Proven track record of reaching/exceeding sales targets
- Experience of designing and delivering strategy
- Experience of positively managing a team
- Experience of effective budget planning/management
- A degree or equivalent

Essential Skills

- Ability to create a robust sales strategy
- Natural leader and negotiator with the ability to drive results forward
- Ability to grasp new concepts quickly
- Customer centric
- Strong communication skills both written and verbal
- Excellent analytical skills
- Man-management

Qualities

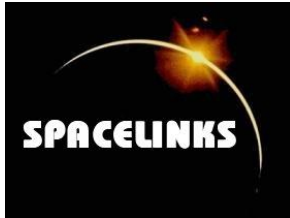
- Hands on, energetic and ambitious
- Adaptable and flexible
- Calm and organised

Location of the position is Luton, UK

Benefits

Highly competitive package

Basic Salary £80-90,000/annum (OTE £110-120,000/annum), Private Health Insurance, Car Allowance, Contributory Pension Scheme, EAP. 25 days holiday/annum (potential to buy up to 5 more) + bank holidays



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Security

All applicants must be eligible to live and work in the EU. Documented evidence of eligibility will be required from candidates as part of the recruitment process. Furthermore, in view of the nature of the work the company is in, all potential employees will undergo stringent reference and identity checks.

*Run by space professionals, Spacelinks provide specialist recruitment in the space and defence industry. Spacelinks are acting as a Recruitment Agency with regards to this position. When applying, please send your CV as a Word document to cv@spacelinks.com and please indicate your current salary and earliest date of availability. Make sure to include the vacancy number **SL-01914** in the subject line as we use email filtering.*