

Business Development / Marketing / Customer engagement / Sales

Code: 21/59

Company: AVS UK

Location: Oxfordshire, UK

Company Description:

OUR SUCCESS IS OUR PEOPLE

AVS is proud to be one of the world's leading companies in the design and development of bespoke equipment for Space and large Science and Research infrastructure across the globe. Our success is based on our people. We build trust through our technological and scientific competencies, strong dedication to our work, and are conscious about the importance of these qualities to enable our clients to achieve scientific and technical breakthroughs.

AVS UK conceives and develops unique mechanisms, instruments and robotics for Earth Observation, Exploration, Telecommunication and Science missions as well as Ground Support Equipment and In-orbit servicing applications. We are also working towards a new, extensive catalogue of space products covering thermal applications, mechanisms and Electric Propulsion systems, which enhance and create mission opportunities and capabilities.

The variety of engineering and scientific knowledge at AVS allows us to work with exceptional teams and incredible technologies worldwide. This currently includes development of two instruments on the NASA M2020 Rover, innovative thermal control solutions for telecommunication satellites, the first European water plasma thruster and new ion thrusters for CubeSats.

In order to deliver such complex solutions, AVS UK seeks for highly qualified and technology passionate candidates to join our team in Oxfordshire in a permanent basis, and to keep upfront with the latest technologies and developments of #spacetech.

Project Description:

Are you...?

...passionate about Space? ...business-sales-marketing oriented person? Come join us, and you will help us to commercialise our innovative catalogue of space products for propulsion, mechanical, optical and thermal systems.

We are looking for...

...brilliant, passionate engineers to rapidly develop their commercial / customer engagement / consultancy / market analysis / marketing skills in the exciting world of space propulsion and complex mechanisms, optical and thermal devices.

The team...

AVS, in combination with its UK spin-off company, URA thrusters, is developing a wide range of new Propulsion systems that enhance new mission services by increasing platform capabilities.

The Propulsion team is responsible for taking hardware from concept through to flight and everything in between.

You will...

...help develop the business and market opportunities for our propulsion systems, for a wide variety of applications and platforms for EO, PNT, telecom, Space tugs, etc. with power ranges from 40W (nano satellites) to 5kW (large satellites).

The responsibilities of the Business Development and Sales Engineers is to steer the strategic decisions along the way to obtain the highest return on investment.

He/She will also be involved in the writing of technical / strategic / sales proposals and whitepapers. And he/she will become the contact point for current and future customer engagement and opportunities.

Objective

The aim is for the candidate to gain professional experience, and, by the end of the placement, be able to increase knowledge, awareness, grow leadership skills, and continuously improve the business / market analysis system in the domain of Space propulsion and mechanisms specially.

During the placement, the candidate will get in touch with existing and potential new customers to engage in the overall strategic goals for Space systems.

Applicant Specification:

Minimum Requirements:

- 2:1 Master's degree in Business, Innovation, Sales, Marketing or Space subject.
- Excellent writing skills
- Knowledge of propulsion systems and other space hardware.
- Hands-on experience with Sales / customer support / customer engagement / intercultural team-building related topics.
- Availability to work in the UK
- Availability to join permanently soon after the termination of the placement.

Preferred Additional Requirements:

- First degree
- Bachelors in Engineering / Space and Masters in Business

- Other courses will be an advantage.
- Space blogs / forums / news / articles writer

Further details:

- Duration 8-12 months.
- Virtual Induction Event to be held on 21 June 2021.
- Commencement date: flexible
- Salary is £1,500 per calendar month gross.

Closing Date for Applications: 5pm Thursday 10 June 2021

Applications should be made through the online form on the Satellite Applications Catapult website before the closing date.

<https://sa.catapult.org.uk/work-with-us/space-placements-industry-spin/>

Please note that elements of the form left incomplete will be deemed to render the application ineligible. They will be checked for eligibility and forwarded to the employer. Email applications made to the Satellite Applications Catapult, UK Space Agency, or host organisations will not be processed.