



ENPULSION

SALES MANAGER NORTH/SOUTH AMERICA

Who can apply: Sales professional with 3+ years of sales experience.

Type of contract: Full time position; 38.5 hours/week

Who we are: ENPULSION GmbH is a Space Tech company based in Austria. Founded in 2016, it has quickly become a dominant player in the Space Industry selling one of the most advanced propulsion solutions for SmallSats to a large number of worldwide satellite platform integrators. The unique, modular solution we offer brings high performance at low cost to satellite manufacturers, fostering the democratization of space and enabling the exploration and exploitation of the solar system, positioning ENPULSION at the very heart of the NewSpace Area.

Job Description: Your main responsibility will be customer identification, acquisition, and relationship maintenance, as well as the development of detailed sales strategy and yearly sales plans for the region (aligned with the company's overall strategy and including detailed sales and profit targets). The position can be home office based at any location in the USA.

- Design and implement a regional sales plan based on a solid customer analysis.
- Translate the approved strategic plan into yearly sales action plans.
- Build and promote strong, long-lasting relationships with customers by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status. This position will also be responsible for the maintenance of a comprehensive competitive database.
- Coordinate marketing support with the company's Marketing department; organize and give input for Marketing actions (e.g. promotions, printed materials distribution, etc.)
- Act as the liaison between the customer and ENPULSION's Technical department.
- Represent the company in events (conferences, congresses, etc.) as required alone or together with other company departments.

Your Requirements: At least a Bachelor degree in business administration, technical or a related field. A graduate degree will be a strong plus. (Small) satellite industry expertise is very much preferred but, if all other pieces are in place, it can be reconsidered.

- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Excellent communicator who can understand customers and translate their requirements to other departments within the company. Acting as the "customer ambassador" is paramount for the success of this position.
- Eager to learn and develop his/her knowledge through workshops, seminars and conferences.
- Proven ability to drive the sales process from plan to close.
- Strong business acumen.
- Previous experience of working with CRM systems is a strong plus.

You should bring the ability to proactively acquire new customers and develop relationships with existing ones. We are looking for a proactive, diligent, disciplined, and motivated person with the ability to handle complex sales situations and devise solving strategies. An in-depth understanding of the English language is a must, all additional language skills are welcome.

What we offer: We are a young and international team with a passion for what we do. Our offices are a fun, friendly environment where your ideas and opinions are encouraged to be shared. We are a fast-paced company that is still growing, so you would have the chance to decide in which area you would like to specialize.

Contact: jobs@enpulsion.com