



Talent driven
culture.

Junior Engineer_Business Analyst_Space Sector

Ref.^a T20247

Our client is a company focused in unlocking earth observation's full potential to understand our planet and transform it for the better. They work alongside with their partners, using their high quality imagery and analytics expertise to extract insights that help making the right decisions.

We are looking for a **Junior Engineer** to be integrated in Portugal, reporting to the Commercial Department.

Location: Lisbon, Portugal

Work Regime: Hybrid

Accountabilities:

Customer Research Analysis

- Compile multi-source market research to identify trends, competitor activities, and potential opportunities for business growth.
- Analyse market data to provide insights and recommendations to the management team for business decisions.
- Prepare market & customer behaviour scenarios.

Customer Insights

- Establish a trustworthy contact with existing high-profile customers
- Understand and assess customer (explicit and non-explicit) needs and requirements through consultations and discussions in situ or remotely.
- Compile the needs and requirements and transform them into actionable intelligence reports for new product/service generation.
- Support the customer with market intelligence and trends
- Ensure a high level of customer satisfaction by addressing concerns and providing timely follow-up.

If you meet the above requirements, please send your application via email: careers@qsr.consulting with reference to T20247_Rec_Junior Engineer_Business Analyst

Presenting Capabilities

- Demonstrate and showcase the company's solutions and products to customers.
- Tailor presentations to address specific customer pain points and needs.

Feedback Collection

- Collect feedback from customers regarding their needs, preferences, and experiences with the company's solutions.
- Use structured methods to gather and document feedback accurately.
- Compile and aggregate customer feedback into comprehensive reports.
- Present findings and insights to inform strategic decisions.

Collaboration & Communication

- Communicate effectively and regularly customer and market insights to relevant departments to support product improvement and development.

Business Development Support

- Assist the Business Development team in the creation of proposals and presentations for potential clients.
- Provide support in negotiating and closing deals.

Continuous Improvement

- Stay updated with industry trends and best practices in business development and customer engagement.
- Suggest and implement improvements to enhance the efficiency and effectiveness of business development processes.

You will work closely with cross-functional teams, including software developers, hardware engineers, and IT professionals. Seek guidance and mentorship from senior team members to enhance skills and knowledge.

Requirements & Qualifications:

- BSc e MSc in Engineering, Business Administration, Economics, Statistics, or a related field.

Desired

- Experience with technical/technological related fields.
- Office 365 tools and business support tools.
- Market research.
- Report writing.
- Sales & Marketing
- Experience in working in consortiums.

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Languages

- **English (mandatory).**
- Spanish.

Offer:

- Career development opportunity.
- Wage package appropriate to the presented experience.
- Access to various benefits such as training academy, health insurance, among others.

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