



Talent driven
culture.

BUSINESS DEVELOPER (Aeronautics, Space and Defence)

Ref.^a T20257

Our partner is a Portuguese organization focused on promoting the advancement and consolidation of Portugal as an international reference in the Aeronautical, Space & Defence Industries.

The organization is selecting a Business Developer to support business development activities, client relationship management, and opportunity identification, working closely with the internal team and strategic partners.

Location: Lisbon, Portugal

Main Accountabilities:

- Support market research and prospecting for potential associates and institutional/industrial partners.
- Provide business insights and develop international industrial relations and networks.
- Attend industry events (trade shows, seminars, networking sessions) and represent the organization with professionalism ensuring all necessary follow-up activities.
- Support partner follow-up during negotiation and post-sales processes, ensuring clear and professional communication.
- Develop close relationships with Members to understand their areas of activity, challenges, and opportunities.
- Project management and activities portfolio prioritisation to deliver all defined objectives.
- Prepare commercial presentations, proposals, industry matrices (Defence, Aeronautics, Space) or other relevant documents.
- Keep CRM systems updated and contribute to commercial reporting and analysis.
- Assist in reviewing public documents and identify potential interest for AED Cluster participation/engagement (funding programs, regulatory guidelines, etc.)

Requirements & Qualifications:

- Degree in Engineering domain (aeronautical, mechanical, Industrial management) or other relevant;
- Previous experience working with institutional or B2B technical-commercial clients (desirable);
- Genuine interest in the Defense, Aerospace, and High-Tech sectors.
- Experience in building strong networking & mapping the high potential opportunities areas;
- Good communication skills, both written and spoken;
- Proactive and self-motivated, able to adapt to dynamic contexts;
- Teamwork and interpersonal skills;
- Availability for national and international travelling.
- Fluency in Portuguese and good command of English (B2 level or higher).
- Comfortable with tools such as Excel, PowerPoint, and CRM systems.

If you meet the above requirements, please send your application via email: careers@qsr.consulting with reference to T20257_Rec_BUSINESS DEVELOPER

Offer:

- Wage package appropriate to the presented experience;
- Career development opportunity;
- Contractual link established directly with the client.

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