



Talent driven
culture.

Business Development Manager (Portugal)

Ref.ª T20265

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 **Business Development Manager** to be integrated in **Portugal**, reporting to the **Commercial Department**.

Location: Lisbon, Portugal

Work Regime: Hybrid

Accountabilities:

The duties and responsibilities of the job include, but are not limited to:

Customer support and lead generation:

- Understand and assess customer (explicit and non-explicit) needs and requirements through consultations and discussions in situ or remotely.
- Ensure a high level of customer satisfaction by addressing concerns and providing timely follow-up, establishing trustworthy contact with existing customers.
- Identify and develop new business opportunities regarding products and services.
- Attend industry events and conferences to establish new relations and consolidate existing ones, resulting in new leads and deals.

Presenting Capabilities:

- Demonstrate and showcase the company's solutions and products to customers, addressing specific customer pain points and needs.

Project Management/New Products and Services Support:

If you meet the above requirements, please send your application via email: lgoncalves@qsr.consulting with reference to T20265_Rec_ Business Development Manager – Space Sector.

- Compile customer needs and requirements and transform them into actionable intelligence reports for new product/service generation.
- Translate market insights and customer feedback into a clear product vision to guide the development of new features.
- Support product development by ensuring the connection between customers and technical teams to guarantee the delivery of customer-driven, valuable products and services.

Proposal Management:

- Keep track of public tenders, and manage proposals together with technical, legal, finance, innovation and other teams.
- Deliver high quality proposals and manage contractual procedures and handover to project management.

Requirements & Qualifications:

- Bachelor's degree in engineering, business, cartography or an EO related field.

Additional Training Desirable:

- Experience with remote sensing technologies, geospatial data, and Earth observation applications.
- Experience with technical/technological related fields.
- Office 365 tools and business support tools.
- Experience working with Public Administration and Municipalities.
- Project Management experience is a plus.
- ISO9001 training.

Experience:

- Minimum 3 years of experience with Business Development or Product/Project Management related position.
- Experience with cross-functional teams.
- Experience replaces training.
- Preferable experience applying EO analytics to urban environments, including land-use monitoring, mobility improvement, and environment assessment.
- Experience replaces training.

Languages

- Portuguese (mandatory).
- English (mandatory).
- Other languages are a plus.

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Soft Skills:

- Strategic thinking and ability to align customer needs with products and services.
- Strong customer focus and communication skills.
- Strong analytical skills and attention to detail.
- Well organized, time management skills.
- Good at teamwork and working in complex environments.

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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