

Date: 15th March 2023

Ref: Business Development Manager



Business Development Manager *OR EQUIVALENT*

Role Description

The **Business Development Manager** is a role open to a lot of flexibility depending on the experience of the applicant. This could be full or part time depending on the specific applicant. We want to talk to passionate commercial people who are excited to get stuck in during the early days at a growing space startup and are highly motivated to help build a Newspace business. If you bring relevant experience, are a good fit with the existing team, and are ready to build partnerships with customers, Protolaunch can shape a suitable role.

About Protolaunch

Protolaunch is a chemical propulsion startup developing new thruster technology for in-space mobility, targeted to IOSM markets. Headquartered in Cambridge, Protolaunch also operates a dedicated Propulsion Test Facility located at E-Site, Westcott Venture Park, Buckinghamshire, UK.

Originally founded in 2019, Protolaunch has recently secured significant funding for growth to commercialise our in-house *FOX* propulsion technology. The company is undertaking a substantial R&D program to progress the thruster technology from TRL 4 to TRL 7. As part of this period of growth, plans are underway to grow the Protolaunch team to 5-7 people by the end of 2023. This is a transitional period for the company moving from a very small team delivering project-based work for global customers, to a rapidly growing company delivering specific propulsion products.

This role of **Business Development Manager** will be one of the first non-engineering hires at the company, beyond the original founders, and will be a core part of the team. We're looking for someone motivated to get stuck in during the early days of a startup, prepared to accept a high-level of responsibility while operating with a degree of independence, and who is excited at the prospect of building a high growth Newspace company. A compensation package combining salary with company stock options and the option of commission reflect the business-building nature of this role. As additional team members are employed at Protolaunch, this role will have a clear path for career progression within the growing team.

Job Details

Job Location

Option of in-person working is available but remote-working is possible. Travel to conferences and events will be necessary as required.

www.protolaunch.co.uk | careers@protolaunch.co.uk

E site, Westcott Venture Park, Aylesbury, HP18 0NX, England

Protolaunch Ltd is registered in England. Company No: 11804963. VAT No: 342 6565 94.

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Job Responsibilities

For this role in particular, the candidate will be working directly with the company founders. The primary responsibilities and measurements of success are:

- Structuring consortium and submitting bids with institutional partners (ESA, UKSA, etc).
- Building partnerships throughout the sector with suppliers and customers to create long-term relationships.
- Selling Protolaunch thrusters to customers.
- Working with Early Adopter customers to streamline product integration.
- Act as the 'voice of the customer' during internal engineering reviews.
- Take direction and balance multiple projects.
- Operate effectively in a dynamic team.

Essential Skills & Qualifications

- Motivated to work in a small company with a rapidly changing startup environment.
- Motivated to build a high-growth NewSpace company.
- Engaging with customers and partners in a professional manner.
- Understanding of the market forces in the space sector.
- Passionate about space, curious about technology and eager to learn.
- Take ownership and accountability for your own actions and mistakes.
- Can-do confident attitude and outstanding communication skills.
- Fluent English.

Desirable Skills

- Understanding of rocket propulsion demands for spacecraft.
- Previous experience in a relevant industry (space sector strongly preferred).

To Apply:

Applicants should email a cover letter and CV to careers@protolaunch.co.uk.