



Astroscale is the first private company with a vision to secure the safe and sustainable development of space for the benefit of future generations, and the only company solely dedicated to on-orbit servicing across all orbits.

Founded in 2013, Astroscale is developing innovative and scalable solutions across the spectrum of on-orbit servicing missions, including life extension, in-situ space situational awareness, end-of-life services, and active debris removal, to create sustainable space systems and mitigate the growing and hazardous buildup of debris in space. Astroscale is defining business cases and working with government and commercial stakeholders to develop norms, regulations, and incentives for the responsible use of space.

Headquartered in Japan, Astroscale has an international presence with subsidiaries in the United Kingdom, the United States, Israel, and Singapore. Astroscale is a rapidly expanding venture company, working to advance safe and stable growth in space and solve a growing environmental concern. End of Life Services by Astroscale-demonstration (ELSA-d), the company's first on-orbit demonstration of debris capture and removal, launched in March 2021.

Astroscale U.S. Inc. is currently seeking a **Director, Business Development** to join our team in our Denver, Colorado location. In this role you will be responsible for marketing, business development, and sales activities. The role focuses on creating sales opportunities, developing effective customer relationships, and winning proposals, with an emphasis on US Government efforts.

The Director, Business Development is a key member of the Astroscale U.S. team and reports directly to the Vice President, Business Development & Advanced Systems.

The Director, Business Development is responsible for business development and sales activities. The role focuses on creating sales opportunities, developing effective customer relationships, and winning proposals, with an emphasis on the international commercial satcom market, but also including domestic commercial and US Government efforts.

**To Apply:** Email your resume and cover letter to [careers@astroscale-us.com](mailto:careers@astroscale-us.com) with the job title in the subject line. **The deadline to apply is May 15, 2021.**

### **Duties & Responsibilities**

#### **Business Development**

- Discover and create business opportunities
- Demonstrate and maintain strong understanding of the LEO and GEO on-orbit services market
- Seek out, create, and nurture powerful and profitable strategic partnerships with other space companies

**Astroscale U.S. Inc.**  
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- Improve sales productivity and drive lessons learned initiatives to continually improve pursuit and proposals
- Define must-wins and pursuit priorities
- Develop clear and accurate opportunity review materials
- Ensure accurate and complete opportunity forecasting within Customer Relationship Management (CRM) tool
- Balance several open pursuits at one time

#### Developing Winning Proposals

- Plan, manage, and write winning proposals
- Collaborate effectively with the wider Astroscale U.S. team, including program engineering, finance, contracts, and senior management, to deliver winning proposals
- Develop winning capture strategies with other key stakeholders
- Develop clear competitive analyses, customer needs analyses, and value propositions
- Identify resource requirements for proposals
- Ensure proposed solutions support the position-to-win

#### Customer Presentations & Communications

- Translate customer, product, and competitor strategies into clear, tailored value propositions for products and services, maintaining close collaboration with other Astroscale entities
- Represent Astroscale U.S. at trade shows and other customer-facing events

#### Success Criteria

- Pipeline health
- Win Rate/Value
- Current year and near-term revenue

#### Qualifications & Skills

- A 4-year degree from an accredited university; advanced degree preferred
- Experienced professional with greater than 10 years' experience, preferably in business development, an engineering or technical discipline, or program management
- Ability to obtain a U.S. security clearance required
- Desire and ability to thrive in a fast-paced start-up environment; willingness to support priority projects beyond core role
- Detailed technical understanding of national security space activities and commercial satellite On-Orbit Services is desired; interest and ability to learn on the job required
- Defense & Space marketing, sales, and other customer-facing experience required
- Energetic self-starter, with the drive to achieve difficult goals and objectives as part of a team; not satisfied with the status quo



- Excellent communication and listening skills with the ability to establish credibility and relationships from the manager to senior executive levels in U.S. and international customer organizations
- Strong communication, computer, documentation, presentation, and interpersonal skills are required, as well as the ability to work both independently and as part of a team

Please note Astroscale U.S. is a U.S. Government registered, export control compliant company, as such applicants should be a U.S. person or U.S. citizen.

*Astroscale U.S. is committed to creating a diverse environment and we pursue and embrace a variety of thinking, beliefs, and ways of life that are international, open-minded, and inclusive.*