



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 **Manager, 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.

**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**

#### **Developing Winning Proposals**

- Plan, manage, and write winning proposals
- Work effectively with the Astroscale U.S. team, including program engineering, finance, contracts, and senior management, to deliver winning proposals
- Work closely with the Business Development & Advanced Systems team to develop winning capture strategies
- Identify resource requirements for proposals
- Ensure proposed solutions support the position-to-win

#### **Business Development**

- Discover and create business opportunities
- Demonstrate and maintain strong understanding of the LEO and GEO on-orbit services market

**Astroscale U.S. Inc.**  
525 E Mississippi Ave  
Denver, CO 80210  
[astroscale-us.com](http://astroscale-us.com)



- Collaborate closely with Astroscale U.S. colleagues to develop innovative solutions for our customers
- Help 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
- 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 8 years' experience in aerospace, preferably in business development, engineering or technical discipline, or program management
- Ability to obtain a US security clearance required
- Desire and ability to work in a fast-paced start-up environment
- Detailed technical understanding in national security space activities and commercial satellite On-Orbit Services is desired
- Defense & Space marketing, sales, and other customer-facing experience required
- Energetic self-starter, with the drive to achieve difficult goals and objectives; 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.*