



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 also 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 **Proposal Manager** to join our team in our Denver, Colorado location.

The Proposal Manager is responsible for all aspects of proposal management, including capture planning, scheduling, day-to-day proposal management, and team leadership, and is accountable for delivering winning proposals that consistently meet a high standard of excellence.

To Apply:

Submit your resume and cover letter to careers@astroscale-us.com with "Proposal Manager" in the subject line.

The application deadline is Friday, April 30, 2021

Duties & Responsibilities

- Plan, manage, and write winning proposals including preparing and managing proposal budgets and schedules
- Work closely with the Business Development & Advanced Systems team to develop winning capture strategies
- Work effectively and serve as the primary interface with the entire Astroscale U.S. team, including program engineering, finance, contracts, and senior management, to deliver winning proposals
- Produce professional, compliant proposals for both commercial and government markets, in response to RFPs, RFIs, RPPs, RFQs, and BAAs, as well as unsolicited proposals
- Assure that proposals meet a high standard of excellence and clearly communicate value propositions, win themes, and discriminators.

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- Effectively manage multiple proposals and teams simultaneously
- Identify resource requirements, lead proposal teams, and consistently set high expectations for work quality
- Coach proposal team members and subject matter experts to develop core proposal skills, such as persuasive writing and identification of customer benefits
- Conduct horizon-scanning, staying current on and tracking government and commercial RFPs and other bid opportunities
- Work within a structured proposal process, including supporting Proposal Kick-Off, Blue Team, Pink Team, Red Team, and Proposal Submission reviews
- Develop and recommend modifications to proposal policies and procedures
- Support the development of marketing collateral
- Ensure accurate and complete opportunity forecasting within Customer Relationship Management (CRM) tool
- Demonstrate and maintain strong understanding of the LEO and GEO on-orbit services market and the Astroscale U.S. business

Success Criteria

- On-time delivery of high-quality winning proposals
- Leadership of proposal teams
- Win Rate/Value

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
- Must demonstrate extensive knowledge in the development, coordination, and application of proposal principles, concepts, regulations, and practices; comprehensive project leadership skills including organizing, planning, scheduling, and coordinating workloads to meet established deadlines or milestones; and in-depth knowledge of aerospace industry processes and practices.
- Ability to obtain a US security clearance required
- Strong English language skills
- Strong people leadership skills
- Desire and ability to work in a fast-paced start-up environment
- Defense & Space marketing and sales experience required
- Energetic self-starter, with the drive to achieve difficult goals and objectives; not satisfied with the status quo
- Technical expertise in national security space activities and commercial satellite On-Orbit Services is strongly desired
- Excellent communication, presentation, writing, and listening skills with the ability to establish credibility and relationships from the manager to senior executive levels in customer organizations
- Ability to work both independently and as part of a team

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Astroscale U.S. does not and shall not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of its activities or operations.

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