



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 **Business Development Manager** to join our team in either our Washington, DC or Denver, Colorado locations. 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 a focus on US Government (civil, military and IC) sales.

To apply: Email your resume and cover letter to careers@astroscale-us.com with **Business Development Manager** in the subject line. The application deadline is July 8, 2022.

Pay Range: \$140,000 - \$165,000 annually.

The salary range above represents the low and high end of the Astroscale U.S. Inc. salary range for this position. Actual salaries will vary and may be above or below the range based on various factors including but not limited to experience, knowledge and ability as applicable to the role.

Duties & Responsibilities

- Discover and create business opportunities in the US Government market
- Demonstrate and maintain strong understanding of the LEO and GEO on-orbit services markets
- Collaborate closely with colleagues to develop innovative solutions for our customers
- Help define must-wins, pursuit priorities, winning value propositions, and capture strategies
- Develop clear and accurate opportunity review materials
- 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

Astroscale U.S. Inc.
2201 S Delaware Street
Denver, CO 80223
astroscale-us.com



- Ensure accurate and complete opportunity forecasting within Customer Relationship Management (CRM) tool
- Balance several open pursuits at one time
- Represent Astroscale at trade shows and other customer-facing events

Qualifications & Skills

- A 4-year degree from an accredited university; advanced degree preferred
- Experienced professional with greater than 6 years' experience, 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.