

Sales Personnel for Data Products

Company: RapidEye AG
Department: Sales and Marketing
Location: City of Brandenburg, vicinity of Berlin, Germany
Date Posted: June 2010

If there were a way to use satellite technology to find you, we would do so. If you are an entrepreneurial, interdisciplinary-minded individual who would love to work at a fast-growing company in an international team, read on! We are building an exciting new service team and are looking for a select group of outstanding people.

Background:

RapidEye AG is a provider of geospatial management information and solutions, customized to the needs of clients in the Agriculture, Forestry, Power & Communication, Environmental and Governmental markets. As its main data source, RapidEye operates a constellation of five identical high-resolution Earth Observation satellites capable of imaging any point on Earth every day. Combining the knowledge and skills of our professional staff with the unique features of our satellite constellation and ground processing facility, we are the only provider who can supply the most up-to-date, customized information to clients around the world.

As a fast growing service and customer oriented company, RapidEye is seeking highly qualified, proactive and reliable team players working from our headquarters in Brandenburg an der Havel, Germany. RapidEye has an immediate opening for a Sales Personell for Data Products to join the Sales and Marketing Team.

We are currently looking for several experienced sales professionals to sell RapidEye's Standard Image Products (data) through distributor networks and directly to selected customers in the following markets:

- North America
- Europe with emphasis on France, Italy, UK, Spain and Germany

As members of our team, our Sales Personnel will promote and sell products and solutions via indirect channels and directly to target customer groups, and liaise with internal partners in all matters pertaining to sales. Our Sales Representatives will also be called upon to develop effective, structured initiatives geared to drive RapidEye's overall sales. The applicants should possess an extensive background in products selling through distributor networks as well as directly to certain target customer groups or in High Technology Sales (remote sensing background is helpful, but not a requirement for these positions).

Responsibilities:

- Develop and execute individual sales plans for each partner organization
- Sell directly to selected customers and indirectly through a distributor and partner network
- Manage sales processes and customer relationships internally and externally
- Promote the reseller community's skills, qualifications and commitment
- Where required, coordinate and/or conduct reseller trainings and initiate joint marketing activities
- Maintain and expand all customer relationships after the initial sales success
- Manage the partner application process and contract administration
- Provide marketing support
- Attend conferences and trade fairs as required to support the partner network

Requirements and Skills:

- Proven ability to generate sales through independent distributor organizations
- Proven ability to build successful business relationships with independent resellers
- Proven business network
- Excellent command (oral and written) of French, Italian, Spanish or German
- Excellent command of the English language a must (company language)
- Excellent customer service skills
- Extensive travel required
- Highly organized, able to prioritize and work under tight deadlines
- Ambitious and committed to achieving success
- Flexible to adapt to fast-paced and rapidly changing environment
- Self-starter, works on own initiative, but communicates her/his plans, ideas, and concepts to her/his supervisor
- Must enjoy being part of a multi-disciplinary team
- Excellent written and oral communication skills
- Fluent in written and spoken English, German a plus, other languages welcome

Desired Specific Experience:

- 5+ years experience in product sales or in software sales (preferably selling GIS or image processing software)
- University degree in related fields
- Experience with direct sales and the management of distributors and networks
- Knowledge of GIS and remote sensing industry practices helpful, although not required

Compensation:

We offer an attractive compensation package with strong emphasis on success-driven

elements with rewards being based on the long-term success of the company. RapidEye is an equal opportunity employer.

Contact:

If you think you can contribute to the overall success of our company, please send us your electronic application with a CV and cover letter in English or contact us directly at:

RapidEye AG	Phone:	+49 3381 8904-151
Molkenmarkt 30	Fax:	+49 3381 8904-101
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We look forward to hearing from you soon!