
Sales Representative European Union

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 Representative European Union to join the Sales and Marketing Team.

As a member of our team, a Sales Representative will promote and sell products, services and solutions directly into our target markets as well as indirectly through sales partners, and liaise with internal partners in all matters pertaining to sales. The Sales Representative will also be called upon to develop effective, structured initiatives geared to drive our sales significantly.

Responsibilities:

- Develop effective, structured initiatives geared to drive sales in the European Union marketplace
- Promoting, developing, executing and closing individual contracts for the EU Civilian Government
- Developing new and customized applications for future customers in coordination with our product development team

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- Attending conferences and trade fairs to support sales and promote RapidEye to relevant customer segments
 - Managing and maintaining customer base after initial sale, promoting RapidEye products and services portfolio and assisting in tailoring new solutions to fit customers' needs

Requirements and Skills:

- Excellent command of the French language (oral and written) of the respective market(s) a requirement; native French speaker preferred
- Good command of the English language a must (company language)
- Excellent customer service skills
- Extensive travel required
- 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

Desired Specific Experience:

- Experience with direct sales and the management of partner networks; knowledge of the initial Brussels EU organization; knowledge of the procurement process for imagery and data for organizations within customer base
- Degree in a relevant academic field
- 5+ years experience working in relevant customer segments or in sales selling services and complex, customized products (EU Brussels)
- Proven ability to generate sales through direct sales efforts and through partner organizations
- Proven ability to build relationships with customers and independent partners
- Proven business network with knowledge of the internal decision-making hierarchy

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:

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We look forward to hearing from you soon!