
Sales Representative Europe for Service Business - Agriculture

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 Europe for Services Business - Agriculture 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 significantly drive our sales.

Responsibilities:

- Develop and execute individual sales plans
- Sell directly to customers and/or indirectly through a partner network
- Manage the sales process and the customer relationship internally and externally
- Communicate and cooperate with RapidEye's product development group to develop

new and customized applications for future customers

- Maintain and expand the customer relationship after the initial sales success
- Provide marketing support
- Attend conferences and trade fairs as required to support the sales efforts and promote RapidEye to the Agriculture market

Requirements and Skills:

- Excellent customer service skills
- Extensive travel required
- Highly organized, able to prioritize and work under tight deadlines
- Team-player with strong interpersonal skills
- Ambitious and committed to achieving success
- Flexible to adapt to fast-paced and rapidly changing environment
- Creative thinker to help develop service and product ideas which will benefit RapidEye's customers
- 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:

- Experience in direct sales with customized products and the management of partner networks
- Degree in a relevant academic field (agriculture, biology or other relevant studies)
- Knowledge of GIS and remote sensing industry practices helpful, although not required
- 3+ years experience working in the Agriculture market or in a sales capacity selling services and complex, customized products
- 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

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!