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## Senior Sales Representatives for French Service Business

**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 Senior Sales Representatives for Service Business to join the Sales and Marketing Team.

### Responsibilities:

- Sell RapidEye's services and solutions directly to customers and/or indirectly through a partner network in France
- Develop and execute individual sales plans
- Manage the sales processes and the customer relationships internally and externally
- Cooperate with RapidEye's product development group to develop new and customized applications for our customers
- Maintain and expand the customer relationship base in France after the initial sales success

### Requirements and Skills:

- Extensive travel required
- Highly organized, able to prioritize and work under tight deadlines

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- Excellent negotiation and consulting skills
  - Team-player with strong interpersonal skills
  - Ambitious and committed to achieving corporate sales objectives
  - Flexible to adapt to fast-paced and rapidly changing environment
  - Creative thinker to help develop services 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 French and English (English is the company language), German a plus, other languages welcome

**Desired Specific Experience:**

- Proven business network
- Proven ability to generate sales through direct sales efforts and through partner organizations
- 5+ years experience working in relevant customer segments or in a sales capacity selling services and complex, customized products
- Proven record of successfully closed sales contracts
- Degree in a relevant academic field (agriculture, forestry, biology, remote sensing/ GIS, etc.)
- 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
14776 Brandenburg an der Havel	Email:	<a href="mailto:recruit@rapideye.de">recruit@rapideye.de</a>
Germany	Web:	<a href="http://www.rapideye.de">www.rapideye.de</a>

We look forward to hearing from you soon!