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## Why us?

How would you get out of bed if today you were to conquer the universe?

At Alén Space ([www.alen.space](http://www.alen.space)) we are looking for you to support us, with vision and passion, to develop **space** missions, helping companies and institutions to deploy their business in space, designing, manufacturing and operating small satellites.

You will work in a friendly and constructive atmosphere. Being part of a brilliant, young and passionate **team**. A team always ready to help. You will be involved in interesting and disruptive projects around the world, participating in events at the international level. And all this from a privileged place, with one of the best beaches in Galicia less than 5 minutes from the office. An office close to both small fishing villages and a vital city full of options like Vigo. Places where the words "**quality of life**" take on their full meaning.

Add flexibility of schedules, possibility of teleworking and team-building activities and you will find the cocktail that makes Alén Space the perfect place to enjoy and develop as a professional.

**Do you want to orbit with us?**

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## About the position

The candidate will be part of the company commercial team, involved in the execution of the marketing and sales plan and reporting directly to the Sales Manager. His/her main responsibility will be bridging the technical and sales areas elaborating proposals/offers to meet the requirements of our clients, contributing to the continuous improvement of products and proposals.

## Position Tasks and Responsibilities

The following tasks will be assigned to the candidate:

- Preparation of proposals/offers to clients
- Continuous screening of suppliers, competition and technologies (Elaboration of notes and reports in this regard for technical and commercial areas)
- Technical review of opportunities and prioritization in coordination with the Sales Manager.
- Update the information of customers, suppliers and competition included in the company's CRM.
- Link between commercial area and technical area.
- Active market prospecting.
- Preparation of technical content for the marketing area.
- Preparation of content for periodic Newsletters.
- General support tasks for the commercial area.

## Candidate qualifications and skills

The **required** experience and skills are:

- Engineering training to facilitate understanding of technology and products.
- Fluency in Spanish and English.
- Customer orientation.
- Ease to generate close and trust-based relationships with clients and team.
- Availability to travel.

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The position will require a training process. However, we will value:

- Experience using CRM software.
- Previous experience in pre-sale and / or sale.
- Experience in international settings. The applicant must be fluent in English

The applicant must have good communication skills and must be able to work autonomously in an effective manner; while cooperating in a potentially international and culturally diverse team.

Moreover, the applicant must have good analytical, organizational and reporting skills; together with a proactive attitude to solve problems individually and an interest in technology development.

The applicant must be eligible to work and live in the EU.

## Conditions

- ❖ Location: Vigo area (Spain)
- ❖ Starting date: Immediate

If you are a proactive person and want to commit yourself to a present and future project, **we hope to receive your CV** in one of the following URLs:

[English] <https://alen.space/careers/>

[Spanish] <https://alen.space/es/trabaja-con-nosotros/>