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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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[info@alen.space](mailto:info@alen.space)

[www.alen.space](http://www.alen.space)

Rúa das Pontes 6, of. 203, 36350 Nigrán (Pontevedra)

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## About the position

The candidate will be part of the company management team, directly reporting to the CEO, being in charge of the organization of the commercial area, the definition of the commercial strategy and its execution.

## Position Tasks and Responsibilities

The following tasks will be assigned to the candidate:

- Elaboration of the commercial strategy and the Sales and Marketing Plan (Inbound & Outbound).
- Preparation of sales monitoring reports and KPIs for Management Team.
- Execute, direct and control the Sales and Marketing Plan, establishing procedures and guidelines.
- Achievement of positioning and sales objectives.
- Management, control and monitoring of the assigned budget.
- Management of the commercial team.
- Continuous analysis of the market to propose strategies that allow reaching the most attractive niches given the company's capabilities: Analysis, development and launch of new products.
- Establishment of a multisectoral network of potential clients, strategic partners and channels.
- Update and control of customer, supplier and competition information included in the company's CRM (Hubspot).
- Elaboration of commercial offers with the support of the technical area.
- Coordination of proposals in response to public tenders (national and international).
- Definition of calendar of attendance to events and fairs within the framework of the commercial strategy. Attendance, coordination of presence and associated marketing.
- Lead negotiations and account management.

## Candidate qualifications and skills

The **required** experience and skills are:

- Experience in the development and definition of marketing and commercial strategy, including the definition and evolution of products, services, channels...
- Experience in commercialization of complex technological systems.
- Experience in customer pipeline management.

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- Ease to generate close and trust-based relationships with clients and team.
  - Experience in international working settings.
  - Experience using and managing CRM software (Hubspot).
  - Fluency in Spanish and English and availability to travel.
  - Commercial experience in the Space, Technological and / or Defense sector will be valued

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

We offer a full time contract.

- ❖ 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/>