



## JOB OFFER

Created in 2009, **ESSP** is a young and dynamic company, a **pan European service provider**, certified by EASA (the European Union Aviation Safety Agency) to deliver safety-critical services. Our mission is to operate and provide **Communication, Navigation and Surveillance** (CNS) services, among which, the main one is, the **EGNOS service** (the European Geostationary Navigation Overlay Service), on behalf of the EUSPA (the European Agency for Space).

**ESSP Corporate Video:** <https://www.youtube.com/watch?v=ZkszX-ptzAY>

**ESSP Website career:** <https://www.essp-sas.eu/human-resources/careers/>

In ESSP we are looking for a:

### **BUSINESS DEVELOPMENT COORDINATOR - (F/M)**

We are looking for a Business Development Coordinator who will be in charge of supporting the commercial development of ESSP by managing development and offers independently or by supporting the Key Account Manager or Strategy and Business Development Director.

For these activities, we are looking for someone with at least a 1 year experience in Business development within international or European context, with an interest in Space and Aeronautical and a very good level of English (minimum B2).

#### **Your main responsibilities/activities will be:**

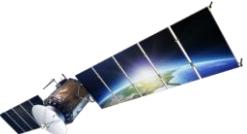
The Business Development Coordinator supports Business Development for all CNS (Communication, Navigation and Surveillance) accounts and is responsible for the following tasks:

- Support the assessment of new business opportunities in line with the objectives of the company business plan, she/he confirms customer needs understanding and presents them for GO/NOGO decisions.
- Coordination specific proposals from the identification of the opportunity up to contract signature. This may include management of temporary multi-disciplinary teams set up for the purpose of proposal preparation.
- Pilot draft proposals:
  - o Defining proposal approaches and targets,
  - o Gathering technical inputs from stakeholders (internal and suppliers) and proposing project profitability,
  - o Challenging proposal stakeholders aiming at guaranteeing offer competitiveness,
- Management of necessary progress meetings and reviews,

The Business Development Coordinator supports the Strategy & Business Development team on development actions (commercial actions, business case studies and other activities of the department as needed).

#### **PROFILE:**

- Ability to work in a team
- Autonomy and organization
- Communication and presentation skills
- Customer oriented
- Good knowledge of Microsoft Office suite (in particular PowerPoint)
- Understanding of Companies Strategy and Development challenges
- Knowledge of Sales & Marketing principles

**JOB SPECIFICATIONS:**

Punctual travels mainly in Europe

Flexibility: subject to peak of workload at time of proposal preparation and submission.

Engineer degree or equivalent Business School degree



## HUMAN RESOURCES

### Recruitment process:

- **1<sup>st</sup> interview** is held by the direct manager of the position you applied for (technical interview)
- **2<sup>nd</sup> interview** is held by HR Unit

### Remuneration package:

- **Variables:** bonuses based on objectives
- Profit-sharing
- **Teleworking:** up to 2 days/week
- **Tickets Restaurant (card)**
- **Family Health Insurance**
- **Sustainable Mobility Package:** Home/Office travels reimbursement if car sharing or bicycling
- Reimbursement of **75% of public transport** subscription

Please send your application file only by e-mail to the following address: [recrut@essp-sas.eu](mailto:recrut@essp-sas.eu)

**Job Location:** Toulouse (France)

**Type of Contract:** Full time / Permanent

**ESSP is committed to cultural diversity, gender equality and the employment of disabled workers.**