

GAF AG is an internationally successful company that specialises in cross-platform geoinformation solutions and the development of innovative earth observation applications. In addition to receiving and procuring satellite-based earth observation data, GAF holds a leading position in the areas of data processing and geo-consulting due to its 40 years of expertise. With an international and interdisciplinary team of experts, GAF sets standards for individual consulting as well as state-of-the-art cloud- and AI-based solutions in the field of satellite-based monitoring of future- and sustainability-oriented application areas for various national and international clients.

For upcoming opportunities with European-level customers, we seek to further strengthen our team through a motivated and committed

Business Developer - Earth Observation

with experience in successfully managing complex interdisciplinary bids and/or projects in the Earth Observation domain.

These will be part of the tasks you'll be working for, but not limited to:

- Understand and analyse market needs and expected evolutions to help the company providing good solutions by taking informed development/innovation decisions and prepare well-customised bids
- Identification of possible partners & alliances for upcoming projects/proposals based on market understanding
- Present and promote the company portfolio, supporting its growth and expansion
- Manage and write tenders (mainly for the European market but not only) in coordination with the internal company teams, from technical, financial and alliances perspective looking for winning strategies
- Evaluation and Risk assessment of opportunities
- Contribute to company commercial and business development strategy and definition
- Acting as main interface for organisational and reporting aspects with the customer on BD activities and in coordination with technical units
- Support, when needed for BD activities, to projects progress reporting and documentation, presentation of projects results towards the customer and to international audiences (e.g. conferences, symposia)

It would be great if, within your experience, you bring:

- ✓ University degree (MSc) in a relevant subject, e.g. Geography, Environmental-/Geo-Sciences, Remote Sensing, or similar
- ✓ 10+ years of relevant professional experience, particularly including business development and/or management activities within the earth observation/remote sensing European community
- ✓ Excellence in writing of technical and commercial proposals (experience with ESA, European Commission and Copernicus ones is a plus)
- ✓ Good communication skill and ability to steer relationships with customers, partners and subcontractors
- ✓ Good knowledge of EC/ESA/Copernicus data, projects and institutions as well as associated implementation, schedule and reporting obligations
- ✓ Analytical and solution-oriented mindset
- ✓ Good understanding of accounting and financial processes of projects and companies
- ✓ Entrepreneurial spirit
- ✓ Self-motivated, proactive and independent, yet collaborative working style, in a highly integrated team environment
- ✓ Fluency in English is required (C1-C2 level according to the CEFR); German and/or other European languages are an additional advantage

What to expect:

- A responsible and varied role in one of Europe's leading geo-information companies, and insights into an exciting and technically cutting-edge work environment
- Comprehensive support in familiarising yourself with your professional role
- Training and development – because your experience and knowledge count
- A respectful, friendly and modern project working environment in a multi-national team of committed colleagues and a leadership style based on trust
- Flexible working hours and the opportunity to work from home within the framework of our regulations
- Options for temporary work from abroad depending on individual and legal requirements (workation)
- An attractive location with perfect public transport connections and great options for outdoor and recreational activities in the direct vicinity
- Various additional benefits, e.g. public transport contribution (job ticket), company pension scheme (optional), travel health insurance (worldwide), occupational health management, and much more

Have we aroused your interest in this position?

Then we are looking forward to receiving an application from you, including a cover letter and CV together with any other useful supporting documents, and stating your (gross) salary expectation and earliest availability. Please send your application to recruiting@gaf.de, stating „**Business Development - EO**“ in the subject line.

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