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Sales Executive

About Bright Ascension

We are a fast growing, innovative company changing the way that software is developed in the space industry. With customers across the world, ranging from universities and space agencies, to commercial organisations and start-ups, our core technologies enable our customers to develop and operate space-based systems and services faster, cheaper and more reliably. Innovation is at the heart of what we do and it is our team which drives that innovation; this is reflected in our commitment to employee ownership, which gives all of us a voice, and a stake, in our current and future success. With offices in Dundee, Edinburgh and Bristol we now have nearly 40 members of staff and plans to expend to a team of around 50 over the next 12 months. We are at a very exciting time in our ambitious growth plans and have fantastic opportunities for talented individuals to join our team.

Job summary

We have an exciting opportunity for a Sales Executive to join our Sales, Marketing and Support team. Primarily tasked with promoting the sales of Bright Ascension's existing products as well as future product lines, this role also involves active participation in the customer journey from first point of contact through to after-sales customer satisfaction. Bright Ascension sells its products throughout the world and is actively investing in partnerships to further develop its international market spread. The role will therefore involve working in an international environment with frequent travel and participation in conferences where appropriate.

In this role you would be responsible for:

- Representing the company’s products and services.
- Implementing the sales and marketing strategies.
- Maintaining working relationships with existing clients to ensure that they receive exceptional service and to identify potential new sales opportunities.
- Acting as the first line of response to enquiries.
- Identifying future prospects, new projects, missions and opportunities in the New Space sector.
- Recommending, where appropriate, changes in products, services, and policy by evaluating results and competitive developments.
- Coordinating sales efforts in line with marketing programmes.

We see this role as being full time, although this is negotiable. Ideally, we would like this role to be based in either Dundee or Edinburgh, to allow for regular interaction with the teams responsible for sales, marketing and support, business development and product management.

Essential skills and experience

We see experience with the following as essential to the job:

- Knowledge and experience of selling software and/or software services in a worldwide setting.
- Experience with using and maintaining a CRM system.
- Advanced level Microsoft Office skills, including Word, Excel and PowerPoint.

Personal skills

We're especially looking for someone who:

- Possesses strong verbal and written communication skills, both for internal and external, customer facing, interactions.
- Is flexible and adapts well to new challenges.
- Works well both independently and in a team as part of a fast-paced technical environment.
- Has the ability to work outside of pure sales within a small company environment.
- Is diligent, creative, and attentive to details.
- Is comfortable working in an international environment.
- Wants to make a strong contribution to the business, financially but also in terms of team culture and values. You enjoy making an impact and shaping how businesses operates.
- Is consistently curious, is interested in learning new skills and is open to new ideas and ways of working.

Desirable skills and experience

We think that the following skills would definitely be valuable in this role:

- Knowledge of, or exposure to, space systems in either a commercial or academic context.
- Technical knowledge of software and software development.
- Experience using Monday.com would be advantageous.

What we can offer you

- A competitive salary in the range of £35k-£48k depending on experience, with regular reviews.
- Opportunity for sales target related bonuses.
- A fantastic opportunity to join a growing, innovative, employee-centred business pushing boundaries in the space industry.
- Flexible hours and hybrid working, enabling you to create your ideal work life balance.
- 36 days paid holiday per annum.
- 6% employer pension contribution.
- As a member of the Bright Ascension team you would have a stake in the business through our Employee Benefit Trust which owns 13% of our business.
- Enhanced maternity, paternity and adoption pay.
- Company Sick Pay and Long-Term Sickness cover.

- Death in Service payment.
- Opportunities for international travel for exhibitions, trade shows and client visits.
- Investment in you and your skill development and the opportunity to attend relevant events and conferences to aid career / skill development.
- Company events and regular activities for social engagement and team building.
- An open, supportive, inclusive environment where you can explore your ideas and make a big difference to the product and business.

To apply please send your CV along with a Cover Letter to
careers@brightascension.com

All applicants should have the right to work in the UK.

Read more: **www.brightascension.com**