

Business Development Manager (f/m/x) in the area of AI & Satellite Data

Do you like to explore and develop new markets and opportunities? Do you enjoy learning new things on a daily basis? Can you make it your mission to drive the development of a new industry? Then this is the right job for you!

Work at LiveEO in the vibrant Berlin startup ecosystem

LiveEO is applying the newest developments in AI to satellite data analytics and is translating earth observation data for enterprise customers with its Enterprise SaaS solution. LiveEO is standing at the forefront of a new space race and industry, is venture capital backed and consists of an incredible, international team which is building something big.

As a Business Development Manager at LiveEO you will be working as an essential part of our team and will help us to identify new opportunities and to bring earth observation to enterprises across the earth.



Your challenge

- Identify and develop new opportunities and target markets for the use of satellite data in a multitude of industries.
- Evaluate hypotheses and market opportunities for vertical & horizontal expansion of LiveEO via research, customer interviews and experiments.
- Create market entry strategies, find and win first anchor customers & partners.
- Work with companies and important players in our target markets to create new ideas that solve problems and create value through the use of satellite data.
- Plan and oversee strategic initiatives in the development of new use cases and proofs of concept together with customers and partner organizations from first contact to execution.
- Work in close collaboration with our Head of Business Development and the Prototyping team, as well as other people within LiveEO.
- Always be on top of new developments in the Earth Observation and NewSpace industries.

Your profile

- 2+ years experience in business development, consulting, sales, marketing or other client-facing roles in the tech industry.
- Degree in a business-related or STEM field.
- Candidates with experience and networks in markets with potential satellite data applications are preferred - show us how your past endeavors relate to this role!
- Knowledge of remote sensing and geospatial products or the enterprise asset management market is a plus.
- Track record of goal-oriented project execution.
- High degree of self-management and process efficiency.
- Fluency in English for verbal and written communication is required, German is a plus.
- You live in or are willing to relocate to Berlin.
- We would like to encourage female applicants as well as applicants with a migratory background.

Your benefits

- Flat hierarchies as well as short and open communication.
- Start-up culture with a high degree of freedom and responsibility.
- The opportunity to help create a product that can improve business processes & life across the globe.
- Front row seat in the development of a multinational market leader in a new industry.
- Fair compensation, potential participation in the employee stock option program.
- Great international team.
- Office located in the center of Berlin Kreuzberg.
- Flexible working hours.

Interested in this position? Send your CV and a short cover letter to jobs@live-eo.com and we will get back to you as soon as possible.

Check out our website www.live-eo.com for more information about the company.