

## Transport Business Development

**Code:** 21/12

**Company:** Satellite Applications Catapult

**Department Name:** Intelligent Transport Value Stream

### Project Description:

This Project will be themed in two ways depending on pipeline management and current bid applications. The first will be to support the delivery of account management campaign pipeline. We are currently exploring several programmes aligned to prime led frameworks consisting of public sector consortia including but not limited to; TfWM, DfT, Englands Economic Heartland and Oxford County Council.

The second will be to support the route to market for satellite services within Transport and Infrastructure. Our aim is to accelerate a acceptance and integration of sector wide innovation which can be used to optimise infrastructure maintenance, establish resilience within Urban air mobility BVLOS and enhance seamless connectivity for Transport. Many of the projects are still in development and have several milestones to conclude prior to market adoption.

The SPINtern will support pipeline definition across multiple transport themes whilst continuing to demonstrate the capabilities of the space sector via toolkits such as Brigital a visualisation platform accessing an unprecedented amount of high-resolution archive satellite imagery as trial to local Council departments to work with and understand what information can be derived from satellite systems.

### Applicant Specification:

Relationship Management, competitive spirit, high level knowledge of satellite sector (or is a quick learner). Good understanding about business development but very happy to work with those with limited sales experience. Appetite to achieve. Attention to detail. Great emotional intelligence. Strong communications and presentation skills.

### Minimum Requirements:

Essential knowledge of Microsoft systems, including email, excel and ppt. A strong interest in current affairs (public interest, Free ports, County Lines<sup>1</sup>), economics (Race to Net zero<sup>2</sup>), or politics (building back better, The Ten Point Plan for a Green Industrial Revolution<sup>3</sup>).

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<sup>1</sup> <https://www.gov.uk/government/publications/county-lines-exploitation-applying-all-our-health/county-lines-exploitation-applying-all-our-health>

<sup>2</sup> <https://racetozero.unfccc.int/>

<sup>3</sup> <https://www.gov.uk/government/publications/county-lines-exploitation-applying-all-our-health/county-lines-exploitation-applying-all-our-health>

**Preferred Additional Requirements:**

Someone who sees outside the box. Ability to look at the big picture. A strategic thinker. A completer finisher. Bags of charisma with a grounded view of themselves.

**Further details:**

8 weeks minimum fixed term contract to be agreed with successful candidate but nominally with a start date around June 2021 to attend the SPIN Induction day hosted by the Satellite Applications Catapult, and completion before September 2021 for the Showcase that month. Salary is £1,500 per calendar month gross (guide only).

**Interviews:**

Week of 15 March 2021 but will be confirmed.

**Closing Date for Applications: 5pm on Friday 26 March 2021**

Applications should be made through the online form attaching a CV, before the closing date. Please note that elements of the form left incomplete will be deemed to render the application ineligible. They will be checked for eligibility and forwarded to the employer.