

# Skykraft Business Development Lead

## About Us

Skykraft is an Australian space services company that specialises in the design, manufacture and operations of satellite constellations for the delivery of global services. Established in 2017, we are located in a dedicated satellite manufacturing facility in the centre of Canberra as part of UNSW Launch.

Skykraft is currently focused on the development and deployment of a space-based Air Traffic Management (ATM) service. This space-based ATM service addresses the gaps in surveillance and communications for aircraft globally. The ATM constellation will consist of 200+ satellites with a five-year constellation refresh program. It will provide seamless global coverage with minimal need for ground infrastructure to pass data to customers and is robust to space weather effects due to constellation redundancy.

As part of the ATM service Skykraft will be launching a 300kg satellite payload in December 2022 with SpaceX. This satellite payload will be the largest Australian manufactured space object ever launched.

## Our Culture

We are proud of our staff's ability to innovate and think creatively about the space missions we are developing. Skykraft personnel have direct experience in the design and construction of both large and small spacecraft and their systems. It is this diversity of skills and the challenge of identifying novel approaches and partnerships that push the boundaries of space technology and deliver new and innovative satellite services

As a company, we are growing rapidly but still prioritising an agile mindset and an outcomes focus. We are an organisation where all contributions matter and a diversity of opinions is seen as a way to unlock value. Our workplace is equitable and inclusive, with our team drawing on a range of experiences and backgrounds.

## About the role

Skykraft is looking for an experienced professional to take our space-based ATM service to global stakeholders.

The Business Development Executive is responsible for leading and developing global Skykraft market presence within the global Air Traffic Management industry. This role will build the Business Development capability within Skykraft, defining and executing the strategy to secure customers for Skykraft's ATM service, as well as building the Business Development team within Skykraft to engage with customers and implement the strategy.

The successful candidate will have,

- An established strong network of stakeholders in the global ATM sector, or a clear capability to build a network in the sector rapidly.
- The proven ability to lead and grow a Business Development team with a global customer base.

- Demonstrated track record in identifying and closing high value contractual arrangements.
- Strong understanding of global ATM technology and the demonstrated ability to engage with technical experts to understand their requirements.

Success in this role will see you,

- Develop Skykraft's marketing and sales strategy in the Air Traffic Management market.
- Lead the team that achieved sustainable and strategic growth of the Skykraft business across the Air Traffic Management industry.
- Develop deep technical insight into customers and leverage this into everything we do.
- Having an in-depth knowledge of the Skykraft business, our offering and value proposition.
- Develop initiatives to develop and sustain customer relationships and drive business performance.
- Develop a strong and effective network of stakeholders, partners, existing and new industry clients.

Experience / Knowledge required

- Business Development and/or technical management experience ideally within air traffic management

**Contact:**

Joe Andrews – [joe.andrews@skykraft.com.au](mailto:joe.andrews@skykraft.com.au)

**More information:**

[www.skykraft.com.au](http://www.skykraft.com.au)

**Date posted:**

7/12/2022