

Job Posting: Product Sales Engineer

(MCSS.1849)

About Us

Mission Control is a space exploration and robotics company focused on mission operations, onboard autonomy and artificial intelligence. From embedded onboard guidance, to navigation and control algorithms, our technology improves the safety, efficiency, productivity, and scientific return of robotics missions. Mission Control specializes in software for operating robotic assets deployed in harsh and remote environments like Mars or the Moon, as well as here on Earth. We believe in sustainable exploration and inspiring the next generation to always keep exploring.

Mission Control has a clear vision: to be a workplace where a diverse and thoughtful mix of talented people want to learn and do their best work. Diversity and inclusion are priorities for our company, and we create teams that reflect these principles.

Please visit our website to learn more about our team and ongoing projects: <https://missioncontrolspaceservices.com>.

About the Job

Mission Control is seeking Product Sales Engineer candidates who are passionate about building customer relationships and bringing new products to market in the space industry and other applicable markets. The ideal candidate will be responsible for successfully finding and closing deals and deployments and developing new markets and repeat clients.

Primary Responsibilities

- Creating and retaining client relationships in various markets;
- Identifying current and new business opportunities that align with Mission Control's strategic direction;
- Providing pre-sales technical support;
- Working with the leadership team to identify marketing strategies that support and promote Mission Control's current and potential product(s);
- Establishing and managing a customer base;
- Working with internal teams to identify and achieve targeted strategic business goals;
- Preparing and delivering effective proposals, presentations, and demonstrations in support of developing business opportunities;
- Driving strategic alignment between product development, management and engineering teams for current and future products;
- Facilitating a common understanding and collaboration across the organization by setting expectations in accordance with customer requirements and the business strategy;
- Setting up and maintaining systems for Business Development work; e.g., CRM (customer relationship management), databases for key market information, spreadsheets or other tools for analysis on market, competition, product pricing, product development costs, etc.

Skills, Experience, and Requirements

- Sales experience in a similar industry;
- Proven track record of developing a client-base;
- Preferably has a background in Aerospace, AI, robotics, or similar areas;
- Ability to facilitate market research and develop potential markets and clients;
- Skilled at identifying market and product needs and developing pricing for those markets;
- Experienced at client relationship managing and building including developing and delivering pricing and sales presentations to existing and prospective customers;
- Excellent interpersonal and communication skills, oral and written;
- Hands-on experience and comprehensive understanding of software development lifecycle and methodologies, along with software and technical support;
- B.Sc in Engineering and/or BComm;
- Must be eligible to obtain security clearance in Canada.
- Technical knowledge of/background in software technologies (web, embedded, etc.) is a plus.

Location

- Mission Control is located in Ottawa but is open to consider remote work for this role
- Some travel required

What's in it for you?

- Be on the forefront of space exploration and the emerging commercial space industry
- Work to solve problems with a team of intelligent, fun people!
- Comprehensive benefits plan
- Employee Stock Option plan for equity sharing
- Flexible working hours
- Work in a respectful and inclusive workplace. It is extremely important to us that all employees feel safe and supported at work.

How to Apply

Please send your application materials to Dr. Melissa Battler at hr@missioncontrolspaceservices.com. Include "Product Sales Engineer" in the subject line. Application materials include:

- Cover letter and resume as a single PDF (required)
- Portfolio material, references, or other indications of exceptional past work (optional)
- As part of our commitment to an inclusive work environment, we accept and encourage anonymized resumes

We will accept applications until the position is filled. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.