

Business Development Manager

At **Blackswan Space**, we're shaping the future by empowering satellites with intelligent software. Our team is currently building one of its kind simulations tool called the Mission Design Simulator (MDS) that is not only able to model space physics accurately but also provides photo-realistic 3D graphics running in real-time. This enables our customers to quickly prototype, test and operate their satellite missions.

In parallel, and with the support of the European Space Agency (ESA), we are building a next-generation payload platform for autonomous satellite navigation, leveraging advanced computer vision and neural networks.

We're seeking an aerospace-driven business developer who thrives on challenges, builds strong relationships, and knows how to navigate complex sales cycles. In this role, you will engage with customers and strategic partners, break down barriers, and turn opportunities into successful deals.

Job Description

As an instrumental part of our business development team, you will:

- Support development and execution of the company's business strategy
- Craft outreach strategies and test them in real world scenarios
- Building sales pipeline
- Making commercial offers
- Closing
- Represent the company in conferences and other industry events
- Communicate customer feedback to technical teams for informing development decisions

Job Requirements

- 3+ years of experience and a proven track record of B2B sales
- Good CRM skills (HubSpot, Salesforce, etc.)
- Impeccable verbal and written English communication skills and ability to effectively share your knowledge with others
- Ability to set your own goals, organize your work, perform well under pressure and within tight deadlines
- Strong addiction to market truth vs projections
- Knowledge of US/EU technology markets and the differences between them
- Be comfortable with long sales cycles

Nice to have

- Experience working in aerospace or defense industry
- Knows how to leverage AI tools
- Experience in B2B and B2G procurement processes

Job Location: Vilnius, Lithuania

Employment Type: Full time

Salary range: €2,000 – €2,750/month NET depending on experience

Working at Blackswan Space – What's in it for me?

- Flexible working hours
- Travel in US and Europe
- Autonomy and decision-making responsibility
- Performance-based bonus scheme
- Work alongside individuals who are passionate about space with excellent growth opportunities

Don't let a checklist hold you back — if you're passionate about what we're building, apply and show us what you've got.