



HE Space is a successful international space company. For 40 years, we have been supporting our customers with qualified experts in the field of engineering, science and administration. HE Space has joined forces with CS Group to lead the engineering and digital space market in Europe and to provide highly skilled consulting.

Market Development Support Officer

Key Tasks and Responsibilities

As part of the team, you will have the following responsibilities:

Environmental and Strategic Analysis:

- Conduct STEEPLE analysis to understand factors influencing the space sector.
- Extract critical uncertainties, driving forces, and predetermined elements shaping the future space transportation landscape.
- Surface relevant insights through internal consultations, external engagements, and expert consultations.

Scenario Building and Business Model Innovation:

- Design inductive and deductive approaches to construct scenarios, extract key messages, and engage stakeholders effectively.
- Assist in the design and development of innovative business models required for the commercial success of future in-space transportation systems.

Stakeholder Engagement and Collaboration:

- Facilitate collaboration with industrial partners to analyze business plans and evaluate their commercial viability.
- Work with institutional partners at European and national levels to define critical regulatory, legal, and political elements of the commercial operating model.
- Actively engage with ESA programme leads, project heads, and procurement experts to align workstreams and leverage ESA's role as a procuring agency.

Workshops, Events, and Communication:

- Organize and participate in workshops, meetings, and events with internal and external stakeholders to align efforts and foster innovation.
- Ensure proper governance structures to oversee and manage the participation of key actors within the ESA framework.

Financial and Capital Model Analysis:

- Evaluate business cases submitted by industrial partners to assess feasibility and sustainability.
- Analyze funding requirements across various levels (company, infrastructure, government) to ensure commercially sustainable in-space transportation services.

- Explore and recommend capital models, identifying public and private financing solutions for the sector.

Regulatory and Market Development:

- Identify and design regulatory frameworks to support future in-space transportation markets in Europe.
- Assess and determine strategies to seed demand for transportation services, leveraging ESA's capabilities.

Documentation and Confidentiality:

- Maintain detailed records and documentation to preserve insights and ensure confidentiality as directed by ESA policies.

External Analysis and Partnerships:

- Identify and manage external consultancies, experts, or partners needed for additional analysis.
- Align external contributions with the goals of the ESA program to ensure the parallel development of technical and commercial workstreams.

Technical and Programmatic Integration:

- Collaborate with technical teams to ensure coordinated development between commercialization and technical risk-reduction activities.
- Identify other relevant ESA programs or projects and integrate them into the broader effort to deliver an effective commercial operating model.

Support to ESA Leadership:

- Provide advice to the ESA Technical Responsible and In-Space Transportation Lead on governance and stakeholder management.
- Assist in designing and delivering all aspects of the work package to meet ESA's strategic goals.

Skills & Experience

You will have the following qualifications and relevant experience:

- Masters degree in engineering or Business Administration;
- At least 10 years of working experience, with at least 3 years in a space field;
- Must have more than 5 years of policy experience, ideally at a senior government level;
- Must be able to demonstrate experience of developing, managing, and overseeing complex programmes and projects with public and private stakeholders with value exceeding >50 MEUR;
- Must be able to demonstrate a clear understanding of the challenges related to Space commercialisation in Europe and the mission of the European Space Agency;

Passionate about people and passionate about space

- Experience in relevant areas such as commercialisation, technology transfer, application, and/or technology assessment and intellectual property is a distinct advantage;
- Must have experience in management teams, spread across multiple locations
- Familiarity with the services provided by ESA is an asset;
- Experience in foresight studies/projects is an asset;
- Working with international partners is an asset
- Proficient in the English language, both written and spoken.

This job is located in **Noordwijk, The Netherlands**.

If you think you have what it takes for this job, please send your CV (in English and in Word or PDF) to Kalina Traykova, by clicking on the button "Apply for this job" quoting job **NL-HP-24202**.

An exciting and dynamic international working environment awaits you!



HE Space recruiting for ESA