Career at USN

Since 1996, Universal Space Network, Inc. (USN) has pioneered the development of commercial ground network services for government and industry satellite owners and operators. We are looking for talented professionals with a strong desire to experience the challenge and excitement of the commercial space industry. We offer a competitive salary and comprehensive benefits package.

Available Opportunities:

Director, Commercial Business Development
Universal Space Network, Inc. (USN) has an immediate opening for a Director of Commercial Business Development in Horsham PA. Candidates must be a U.S. citizen. Position reports to the Vice President, Business Development and requires about 25% travel.

Position Summary
This is a Senior Level Business Development position to further expand our satellite management services with the U.S. commercial customer base. The successful candidate will be a highly resourceful and customer relationship-oriented sales and marketing individual who can penetrate business areas of the U.S. commercial space industry. A high degree of technical and programmatic satellite communications services, Telemetry, Tracking & Commanding (TT&C) systems/services and ground network implementation knowledge is essential.

Primary Job Responsibilities
Provide market analysis, strategic account plan development, opportunity identification, pipeline development and opportunity-specific capture management leading to award of contracts and task orders. Account management of multi-million dollar, multi-year commercial satellite programs with specific emphasis on satellite ground data and TT&C systems. Establish customer relationships; develop and maintain customer contact and positioning. Lead, facilitate and coordinate the overall process of achieving customer satisfaction and trusted partnership with key customers.
Desired Skills and Experience

- Bachelor’s Degree in Engineering or Science. Masters degree in Engineering, Science or Business Administration a plus.
- 10+ years business development experience in satellite communications and operations with an emphasis on ground network services and/or TT&C systems
- Good working knowledge of the U.S. commercial space industry – experience in Earth Observation and related industry a plus
- Outstanding interpersonal and leadership skills with demonstrated experience dealing in program and executive-level transactions at the senior level both internally and externally
- Highly advanced negotiation and closing skills with proven sales success and demonstrated ability to penetrate new markets and leverage personal relationships into revenue growth
- Organized, enthusiastic, and highly-skilled professional with excellent communication skills and professional presence

To Apply
Resume and cover letter with salary history should be submitted by **30 March 2013** to USNResume@uspacenet.com. Please note in the subject line of your email “Director, Commercial Business Development”. Please identify in your cover letter whether you are eligible to work at USN. Only successful candidates will be contacted.

*Universal Space Network, Inc. is an equal opportunity employer, dedicated to a diverse workplace. We do not discriminate on the basis of race, color, religion, sex, disability, age, veteran status or other category protected by law.*