

ION-X Business Development Director

ION-X is a deeptech start-up developing and commercializing a new type of space propulsion technology for satellites

After several years of development at CNRS, our technology offers outstanding performance and promises major commercial opportunities at a global scale. The team has already performed numerous tests on our prototypes in our laboratory, confirming the disruptive potential of our technology, and has been able to register numerous commercial interests from our European partners.

The company also closed a first round of financing of €3.8M in May 2022.

As part of our development, we are now looking for a Business Development Director on a permanent contract. In a start-up environment, you will work with the CEO of ION-X and with the engineering team, located in our offices in Palaiseau and Boulogne-Billancourt, in the South of Paris.

What you will do at ION-X:

In close collaboration with the CEO, your main missions will be the following:

- Ensure the commercial development of the company in Europe, by transforming the commercial interest received into pre-orders, but also by establishing relationships with the major players in North America and Asia.
- Participate in the company's communication and representation activities with various European institutions.
- Coordinate responses to various institutional calls for projects (ESA, European Commission, CNES, France 2030, BPI...).
- Lead strategic studies and help foster ION-X 10 years vision.
- Lead day-to-day marketing activities (conferences, social networks, ...).
- Participate to fundraising activities.

What you will bring for ION-X:

With a Master degree in Engineering or Business, you are autonomous, rigorous, and pragmatic, with excellent interpersonal skills and you want to work in an entrepreneurial context. You are also highly motivated by the idea of developing the company and helping it win its fair share of the space propulsion market.

You also have the following experience/skills:

- Significant experience (3 years minimum) in the aeronautics or space industry in a business-oriented position (Sales, Business Development ...) or as a strategy consultant.
- Ability to assimilate a large volume of technical information and to understand in depth technical competitive advantages.
- Fluency in French & English is required.

Position attractiveness:

- High visibility with the major French and European space industry stakeholders.
- Unique opportunity to participate in the development of one of the most efficient space propulsion systems ever put into orbit.
- Be part of the beginning of a great entrepreneurial adventure within a small team of enthusiasts located in one of the jewels of French research.
- The promise of permanent challenge with daily opportunities to learn, evolve and develop.
- Competitive compensation.

Contact:

If interested, do not hesitate to reach out to Thomas Hiriart, ION-X CEO and INSEAD 17J MBA graduate: Thomas.hiriart@ion-x.eu

