

GeoVille GmbH is a leader in satellite based environmental monitoring. Since more than 20 years of operation we develop geospatial data products and innovative information solutions for our customers along our vision is to 'do the spatial job'.

In order to strengthen our team, we are looking for a motivated

## Bid Manager & Business Support (m/f/d)

Location: Innsbruck / Austria, full-time

to **develop and grow our position in public markets, as well as the international development and external aid sectors globally.**

### Your tasks as a Proposal Manager

You work together in an experienced and efficient team within our Commercial Department under leadership of the respective Director. Your specific role will be to **develop and grow our position in public markets, with focus on demands by institutions of the European Commission, the European Space Agency as well as the international development clients globally.** Initial emphasis will be on information solutions for the environmental domain required by the agricultural, water and climate change agendas. **As leader and/or together with partners worldwide you will identify project opportunities, partnerships and develop, negotiate and submit competitive proposals.**

You will support our thematic units by advising project managers on above market related service placements, updating the respective business models and help to streamline a strategic service portfolio.

You will **contribute to the commercial operating plan**, incl. SWOT analysis, competitive position and over-all strategy to increase market share. You identify requirements to expand the existing Information Services Portfolio and introduce new analytics solutions specific to above markets.

### Your strengths & competences

You are enthusiastic about **innovative solutions in a growing high-technology industry and liaise with high-profile international clients.** You think proactively and creatively. You are a team player and you are willing to learn new things and develop yourself further. At the same time, you have a high level of personal initiative and responsibility. In addition to these strengths, you bring the following qualifications:

- Completed higher degree (preferably MBA) and a minimum of 5 years of relevant business development experience, including experience in market analysis, quantitative business planning and go-to-market strategies
- Good knowledge of satellite remote sensing solutions and / or GI are a pre-requisite.
- Proven record of leading and writing proposals for the European public and/or international development sector and/or ESA
- You communicate easily and you have a good command of English and preferably German language
- Willingness to travel (also international).



We offer a full-time employment in one of Europe's leading companies in satellite-based environmental monitoring.

Your workplace will be in Innsbruck, Austria, a unique location with a high quality of life and extraordinary recreation and leisure facilities. Flexibility is key: all our employees enjoy a flexitime work scheme with core times and the possibility for teleworking.

In line with your qualification and work experience, your market-competitive base salary will substantially exceed the minimum salary defined by Austrian law for comparable positions. In addition, we offer a wide range of fringe benefits to make your work experience most pleasant and rewarding.

### How we value our employees



Flexible work time & tele-working



Trainings & workshops



Staff Events



Sports & leisure activities



Future development perspective



Business Notebook & Phone



Good public transport



Modern office in the city center



Cooperative and open company culture



Tax-free social benefits

Take advantage of this opportunity and shape your career as part of our highly motivated international and interdisciplinary team!

Are **you** interested?

**Everything is relative. Not only Einstein knew that. Are you eager to get to know us and convince us, even if you don't meet all the requirements? Please go ahead and apply.**

**We are looking forward meeting you.**

Further information about our company can be found here: [www.geoville.com](http://www.geoville.com)

We are looking forward to receive your application and documents! Please apply here:

**Christina Hirzinger, [careers@geoville.com](mailto:careers@geoville.com)**



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