



Business Developer 3D

Would you like to be a part of our journey to create a world unique “Globe in 3D” based on satellite imagery? Would you like to work with cutting edge technology in a global organization together with highly competent colleagues? Do you have previous experience and a proven track record of business development of advanced software solutions? This might be the position for you!

We are now looking for our next Business Developer 3D to our office in Linköping.

This is your new challenge

As our Business Developer 3D, you will:

- Be responsible for identifying, assessing, and developing new business opportunities for Maxar’s geospatial 3D technologies on international Public sector and Enterprise markets.
- Support customer engagements with subject matter expertise in Maxar’s 3D technologies, from both a business and technology perspective.
- Work with R&D (Linköping), Product Management and Sales teams to analyze opportunity requirements, design solutions and shape opportunities based on Maxar’s 3D technology.
- Utilize your in-depth understanding of geospatial 3D technology and government and commercial market requirements, to expand Maxar’s 3D business footprint.
- Support Sales and Marketing in the development of presentations, press releases, product workshops, training workshops, etc.

You will report directly to the Senior Director, 3D Business Development, and work closely with R&D (Linköping), Sales, Business Development, Product Management, and Account Management teams. In addition, you will engage with Legal, Strategy, Finance and Operations teams. The position includes international travel.

Who you are

- The right candidate will have a master’s degree in computer science or equivalent technical competence.
- You have 3+ years’ experience and a proven track record in sales and business development of sophisticated enterprise software solutions towards public sector and enterprise on international markets.
- You have excellent communication skills, both verbally and in writing, and can deliver strong presentations.

You are a person with high engagement and a drive to be successful in the tasks you are engaged in. You understand that teamwork is the key to success but are at the same time able to work independently. You understand the importance of being able to change plans and priorities when needed and are accurate and structured as a person.

To be successful in the position you also enjoy meeting new people and building business relationships.

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Advantage but not a requirement

- Experience from Geospatial 3D, Terrain Data/Earth Imagery, GIS and/or AI/ Machine Learning markets.
- Experience of acting within a large matrix organization.

Apply at:

Sweden@maxar.com