



Job opening:

# Business Development Lead (Capture)

**Wyvern is making something big.** Our vision is to provide actionable intelligence from space, anywhere in the solar system. To achieve this we need to entirely reimagine how satellite Earth observation is done.

We're a rapidly growing space company in Western Canada, powered by humans who are passionate about space and are redesigning the satellite to enable a sustainable future for humanity. Wyvern has just graduated from Y Combinator's Winter 2022 batch and raised millions in pre-seed and seed funding.

## What we're workin' on

Wyvern is developing unfolding space telescopes to capture high-resolution imagery from space. On a daily basis, our engineers are developing new technologies that will bring new innovations to satellite and earth observation technologies. We will start to launch our satellites in 2022, and as we accelerate our technology roadmap, we need to grow our team of engineers, specialists, and business partners. As a business partner at Wyvern, you'll be deeply integrated into our business growth - from engaging with potential customers, nurturing relationships, and responding to RFPs. If you love to solve problems for customers, this role is for you.

## Who you are

**Are you a creative problem solver? Are you deeply invested in your customers' success?  
Do you love to collaborate towards a successful business opportunity?**

This role is for you if you are a business development professional who wants to support sustainable growth at a growing space company. You are an experienced business leader who has worked within the context of a scaling company. You have an exemplary technical underpinning and you will adopt an understanding of earth observation needs quickly.

You understand the unique challenges and unique opportunities that this stage of company is faced with, and you are excited by the opportunity to support the pursuit of product-market fit in your business development process. You are not afraid to make the ask in a sales conversation, and you are also deeply curious about what would get a customer to a 'yes'.



Wyvern is growing quickly. We need your help to advance our sales and business development strategy.

This full-time permanent position will work with the Wyvern business team to sustainably grow our team to support our technology and business roadmaps.

This role is well suited to someone who:

- Has a 5+ years experience in business development;
- **Has 2+ years of experience in a remote sensing sales, business development, or capture management role.**
- **Knowledge of RFP, public procurement, public granting, and buy/sell systems;**
- Can demonstrate that you can quickly adopt an understanding of new technologies and services, specifically as it relates to Earth Observation and sales of satellite imagery;
- Loves to find the right 'deal' that leads to mutual success of Wyvern and our clients;
- Can demonstrate experience collaborating between product and business development roles;
- Can demonstrate an understanding of customer-centric piloting and proof-of-concept activities;
- Knowledge of CRMs;
- Is an excellent communicator, including being articulate in both verbal and written formats;
- Is willing to travel internationally on a regular basis and has no restrictions that would prevent them from traveling internationally;
- Has experience in closing contracts and is familiar with legal agreements.

## What you will be doing

Your role will include the following:

- Performing outbound and inbound sales and business development activities.
- Driving the development and use of assets, processes, platforms, and practices that support the business development cycle;
- Nurturing relationships and trust with our clients through reliable communication and support;
- Evaluating, negotiating, and closing sales deals;
- Working with the Wyvern business team to align business development activities with technical roadmaps;



## What to expect from Wyvern

- We have all the best aspects of startup culture including flexible working hours & support from across the team whenever you need it.
- We're small but rapidly growing. The support and professionalism that you provide will be foundational to Wyvern's success and you will get the unique opportunity to grow *with* the company.
- This is a full-time permanent position based in Edmonton, Alberta, Canada and will entail either hybrid or office options. Remote work is an option for exceptional candidates with remote work experience.
- Pay is commensurate with experience and includes a benefits package.

To apply for this opening, send your resume & cover letter to **hiring@wyvern.space**.