



Space Business Development Intern

Reports To: Chief Commercial Officer

Location: Dublin, Ireland

About Réaltra:

Réaltra Space Systems Engineering deliver high-performance electronic units and avionics systems for world-leading space companies. Our projects include launcher telemetry systems and avionics for Ariane 6 and the payload interface unit for ESA's PLATO mission. We are committed to doing exciting space projects and building innovative space products in a collaborative and supportive environment. Réaltra are now expanding our team to address the growing demand from the global space commercial and institutional sectors. If you are driven to do ambitious projects in space, we want to hear from you.

About the Job:

Réaltra is looking for a Space Business Development Intern, to work as part of the commercial team, to help propel growth and business expansion. The ideal candidate will help develop strategic initiatives that identify and cultivate new business opportunities to stay ahead of market trends.

This role is both creative and detail-oriented and the ideal candidate will have an interest in space exploration as well as commercial strategies. They will be willing to participate in all the commercial and business aspects and value other's contributions. This role could suit a recent graduate. All staff will be supported in their personal development, training and career goals.

Job Responsibility

- Keep up with and report to the commercial team on industry trends, and identify competitors/customers with potential opportunities and challenges
- Work collaboratively with the commercial team and provide regular updates on analysis; to help ensure we stay current with the latest advancements and commercial directions
- Organize and manage information related to customers and business leads, updating our Customer Relationship Management online tool, and creating follow up emails and meetings with potential and interested collaborators.
- Monitor and track upcoming opportunities in the market, evaluating their potential impact and benefits for the company



- Prepare and present reports on market analysis, competition strategies, and business development opportunities to the team
- Assist in the preparation of proposals, presentations, press releases, social media and marketing

Skill / Qualification:

- Qualification in Business, Marketing, Engineering or a related field (ideally).
- Experience in space sector or in a highly regulated technology-based industry.
- Strong negotiation skills and business acumen, with the ability drive business growth.
- Professional level fluency in speaking, reading & writing in the English.
- Strong willingness to learn and contribute
- Excellent communication and interpersonal skills, with the ability to build rapport and network

Core Competency:

- Ability to deliver project goals
- Proactive mindset
- Creativity
- Supportive and Collaborative
- Growth and Results-oriented mindset.

Other Details:

- **Duration of internship:** 6 months (possibility of further extension or permanency)
- **Location:** Dublin, Ireland

There may be a possibility to travel occasionally basis the role requirement

Other Benefits

- Learning & Development Opportunity
- EAP Service
- Bike to work scheme
- Half day on Fridays, and one Friday off every fourth week

Contact: Please forward any enquiries related to this position to humanresources@realtime.ie

At Réaltra, we are committed to building an inclusive, diverse, and collaborative team. We believe that a wide variety of perspectives drives creative solutions and strengthens our projects. We welcome applications from all talented individuals who share our passion for innovation in the space industry.