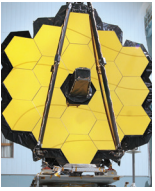


DON'T JUST GO TO WORK.



GO BEYOND.™

## Business Development Manager - Planetary Sciences (660124) Boulder, CO

### Who We Are:

Ball Aerospace leads the way in designing, developing and manufacturing innovative aerospace systems. We take on some of the most complex and exciting challenges in the universe--from space and Earth science to national security and intelligence programs.

We produce spacecraft, instruments and sensors, RF and microwave technologies, data exploitation solutions, and a variety of advanced aerospace technologies and products. In addition, we pioneered the development of the commercial remote sensing market, producing spacecraft and imaging systems that helped spawn a market-driven demand for imagery.

Our success is built on more than products or systems. Our team of more than 3,000 engineers, scientists, technicians and support staff drives all the achievements at Ball Aerospace. Whether contributing to a better understanding of the universe or helping keep our nation safe, our people bring their diverse backgrounds, perspectives and skills together to achieve a common mission.

### What you'll do:

- Support Civil Space business unit as business development lead for planetary science. This includes creating, finding, pursuing, developing, and winning business with civil governmental and non-governmental organizations in the areas of: pure science missions, technology development programs, and support for NASA centers and FFRDCs.
- Develop and execute a broad strategy to grow Ball's planetary business and market share. Successfully collaborate with Ball's Washington, DC, office, Communications, and other business units at Ball Aerospace.
- Engage principal investigators to develop highly competitive teams for science missions and technology development opportunities.
- Develop and communicate messages, marketing, competition assessments, and customer insights.
- Lead business development, capture, and proposal teams.
- Maintain high-value contact with planetary science stakeholders and user communities through leadership and participation on committees, advisory boards, workshops, and conferences.
- Maintain a regular and predictable work schedule.
- Establish and maintain effective working relationships within the department, the Strategic Business Units, Strategic Support Units and the Company. Interact appropriately with others in order to maintain a positive and productive work environment.
- Perform other duties as necessary.

**What you'll need:**

- BS/BA in a technical field plus ten (10) or more years related experience. PhD preferred (e.g. planetary sciences, atmospheric sciences, remote sensing).
- Strong proposal skills and demonstrated experience in leading design teams and new business capture activities in the areas of NASA planetary science AOs.
- Ability to translate science/end user requirements into engineering requirements and to weigh relevant technical trades.
- Superb communication skills with documented presentation experience to senior decision-making and technical audiences.
- Demonstrable profile in and relationships across planetary science customer communities.
- Collaborative and inclusive style and ability to work with diverse colleagues and customers.
- In addition to the typical educational and experience requirements, a demonstrated capability to adequately perform the essential functions and responsibilities of the position and exhibit the skills and competencies of the grade level should be considered. Each higher-level degree, i.e., Master's Degree or Ph.D., may substitute for two years of experience. Related technical experience may be considered in lieu of education. Degree must be from a university, college, or school which is accredited by an agency recognized by the US Secretary of Education, US Department of Education.

**Working Conditions:**

- Work is performed in an office environment.
- Travel may be required.

Help unlock the mysteries  
of the universe

Drive a level of performance  
that defies all expectation

Enable warfighters to go  
forward bravely and return  
home safe

