



robin
radar systems

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VACANCY

Civil Aviation Business Development Manager

Requirements

- 5+ years work experience
- In Sales
- And Business Development
- Pipeline management in CRM
- Building strong client relationships
- Excellent communication skills in English

Den Haag Minimum of 5 years experience



Robin Radar System is a fast growing, global market leader in radar tracking technology classification of small objects. Their mission is to increase safety and security for both humans and birds. The new Business Development Manager will be responsible for supporting this innovative company with the global expansion of their civil aviation sector.



ABOUT THE COMPANY

Robin Radar Systems

Robin Radar Systems advanced radars and software systems take aviation safety to the next level by enabling the detection of birds and drone threats at airports around the world.

Robin started out as a small research project between the Dutch Research Institute for Applied Science (TNO) and the Royal Dutch Air Force in the 1980's, with a goal to explore possibilities to prevent collisions between birds and planes.

Over the past four decades, the company has grown to be the global market leader in radar tracking technology classification of small objects and has been recognized as one of the most innovative SME companies in The Netherlands.

As a top innovator in the field, Robin Radar was a key contributor to the FlySafe initiative, initiated by the European Space Agency (ESA) and supported the ground-breaking development of software algorithms to process raw radar images from air defense radars to visualize bird intensity. Today, Robin Radar produces multiple state of the art radars which contribute to the safety of civil and military aviation, wind farms and support drone detection around the world.





VACANCY

Business Development Manager

The Business Development Manager will drive the global expansion of Robin Radar's Civil Aviation Market, with a specific focus on growing the client base in the United States.

As a key relationship builder and trusted advisor, the Business Development Manager will have a detailed understanding of each individual client's needs, challenges, and local regulatory environment. No prior knowledge about aviation industry or radar technology is required, however, get ready to 'hit the ground running' and take control of driving the Civil Aviation sales pipeline in this fast-paced international work environment.

As an organized project manager, the Business Development Manager can work independently and prioritize many tasks, stakeholders, and deadlines simultaneously. They will wear multiple hats as an expert on the solutions of Robin Radar as well as a trusted advisor to the clients.

The Business Development Manager will report to the VP Wind and Environmental Practice and work closely with the Managing Director of Scarecrow, a brand-new offering focused on bird control at airports. This role will involve a significant amount of travel and working with stakeholders around the world. When not traveling, the candidate can work from home or at the office in The Hague.



Robin Radar values offering plenty of opportunities to connect in person with other team members. The entire team comes together at the head office in The Hague, The Netherlands, once every month for an interactive day of presentations, and multiple company events and social outings are organized throughout the year.

This interesting and challenging role offers plenty of freedom with a high level of responsibility and is perfect for an individual who is dedicated, eager to learn and enjoys setting ambitious sales-driven goals. The Business Development Manager will be a valued addition to an energetic international team with an entrepreneurial spirit and a passion for technology. ■



Interested? Robin Radar Systems is working with Top of Minds to fill this vacancy. To express your interest, please contact Wiebe Smit at wiebe.smit@topofminds.com.



“As the Business Development Manager, you will actively contribute to the future of our business. It is an opportunity to learn about our solutions and what matters to our clients and make an impact on the future of global (civil) aviation safety.”

Sibylle Giraud, VP Wind and Environmental Practice