

## **JOB OFFER: BUSINESS MANAGER – SPACE & DEFENCE**

STAM is seeking a talented and highly motivated Business Manager for our Space & Defence Unit, responsible for boosting our office in Rome and managing/expanding our project portfolio and customer base. The Business Manager will be responsible for ensuring the efficiency of business operations as well as setting strategic goals for the future. He/she will be a competent leader able to provide guidance that enhances performance in a manner which incorporates the company's vision and culture. The ultimate goal will be to ensure the profitability of STAM's activities to drive sustainable development and long-term success.

### **ACTIVITIES:**

The Business Manager will be involved in:

- Assigning work tasks to staff members and setting deadlines for business goals;
- Supervising the work of colleagues and provide feedback and counsel to improve efficiency and effectiveness;
- Ensuring that the company has the adequate and suitable resources to complete its activities (e.g. people, material, equipment etc.);
- Developing and implementing procedures to improve business operations;
- Business development strategy definition and execution;
- Driving and monitoring the order intake pipeline for the Space & Defence sector;
- Maintaining relationships with partners and suppliers;
- Exploring opportunities for alliances and partnerships to explore new markets and opportunities;
- Representing the company in events, conferences etc.;
- Ensuring adherence to legal rules and guidelines.

### **REQUIREMENTS**

- Master degree in Engineering (preferred) or STEM disciplines;
- At least 5 years of experience in the space and defence sector with responsibility to manage a team and a portfolio of projects.

### **PROFESSIONAL SKILLS**

- Proven experience as business manager or relevant role;
- Excellent organizational and leadership skills;
- Outstanding communication and interpersonal abilities;
- Thorough understanding of diverse business processes and strategy development;
- Proven network within the space and defence sector;
- Experienced with competitive tender applications and research and innovation framework programmes, appraising and negotiating detailed contracts and commercial agreements.

### **ATTITUDE AND OTHER REQUIRED SKILLS**

- Order, precision and punctuality;
- Self-motivated, proactive and open-minded;



MASTERING EXCELLENCE

- Business attitude, getting things done;
- Ability to work in groups or independently, under pressure;
- Good (excellent is even better) and proven knowledge of both written and spoken English;
- Knowledge of the Italian language (spoken/written) is welcomed/recommended, but not strictly required.

#### **PLACE OF WORK**

Stam's office in Rome, Italy, with frequent travelling at national and international level.

This job offer is extended to both sexes, in accordance with the Italian Law (Legislative Decree 198/2006 and subsequent amendments and additions).