

# SE ASIA CLIENT RELATIONS MANAGER

Satelligence started two years ago with the mission to make satellite data work on the ground in the areas of the world where it makes the biggest difference. We use Earth Observation (EO) data to create impact with our clients, protecting forests and increasing food production. Our products provide commodity traders, impact investors, certifiers, and banks information on what is happening on the ground, in real time. We help them meet their zero-deforestation commitments, ESG's or manage their investment portfolios. Complex problems, creating a strong demand for real time available environmental data.

To create more impact we need reinforcement to strengthen existing client relations and create new ones.

Position: client relations manager, full time

Location: Kuala Lumpur or Jakarta with frequent travel to Utrecht NL or vice versa.

Closing date: September 10 2018

Contact: Ernst Kuilder kuilder@satelligence.com

## **Satelligence**

We are a diverse team of 15 people. Some of us have years of experience working for a satellite remote sensing company as optical sensor specialists or spaceborne radar expert. Others are experienced software developers, remote sensing application PhD or data scientists and we have liaisons stationed abroad. You will work with our young customer team and in close collaboration with one of the founders who is currently involved in the majority of the accounts.

## **Product**

Through our Forest and Commodity Analytics platform we answer clients questions such as:

- *Where are the low risk oil palm smallholders that require financing for replanting?*
- *What is the risk of flooding in these areas?*
- *How much deforestation is happening or happened in my supply chain or area of investment?*

This is a tried and tested product market fit but we are also a startup with a complex product and emerging awareness of EO in the global (commodity) market. Both our product and connection with the market is most mature in the South East Asian market. For that region the time is right to start scaling our revenue stream from corporates, NGOs and governments.

**You**

You have a few years of experience in a customer relations oriented position. Preferably with an existing network at deforestation related companies. More importantly you want to bring your sales and those of your team to the next level. You know what a professional customer team looks like and help the team and Satelligence grow to sales efforts that scale. You are willing to be stationed or travel to the region and speak Bahasa.

**Your tasks:**

- Expand our pipeline of leads and turn leads into sales.
- Manage accounts post sale.
- Take over accounts from the founder.
- Play a proactive role in the sales team.

**Procedure**

Are you the person with a few years of experience in a commercial, customer focused role and have affinity with our product? Cool! Email us, tell us why you are interested (nice and short!). We read it, possibly ask you for more information and will invite you for a chat. If that meeting goes well, we will give you a use case to work on from home, another meeting to talk about your approach to the case and hire you.