



*" Geospatial Solutions for Social & Environmental Impact "*

**Commercial Lead**  
*Full-Time (on-site/hybrid)*

## COMPANY

Space4Good is an innovative social enterprise utilising earth observation technology for social and environmental impact. Combining remote sensing, GIS and artificial intelligence, we map, analyse and model complex ecosystems and support leading organisations and institutions active in nature conservation, climate change as well as peace & justice. By doing so we help impact makers on the ground to make more informed decisions, improve operational efficiency, create data-driven transparency and unlock new revenue sources at scale.

*At Space4Good we believe diversity brings the creativity and flexibility that is needed in a rapidly changing world. Read our Diversity policy [here](#).*

## ROLE & RESPONSIBILITIES

We are looking for a Commercial Lead who will be leading our sales and business development activities, and providing crucial input to guide marketing and communications. Building on our brand, our technical competences, as well as past and present projects, you will develop and execute commercial strategies to enhance exposure and drive sustainable revenue growth. Your responsibilities will include creating marketing plans, managing sales initiatives, and establishing strong client and partner relationships build on collaboration, excellence and empathy. You will analyze market trends to identify impactful business opportunities and ensure that commercial objectives are aligned with our overall mission of utilizing earth observation for global good. Key challenges you will be facing are complex, low-margin, or long sales cycles as well as a mainly technical team to support you. This means we are looking for a proactive, hands-on and entrepreneurial leader who can amplify profit and impact simultaneously.

## PROFILE

We are looking for somebody who has:

- An intrinsic motivation for impact, a commercial mind, and a drive to close deals
- +3 years experience in B2B or B2G commercial roles, within a startup or scale-up environment, preferably with management/leadership affinity
- Sector experience and networks within relevant sectors (earth observation, conservation, food/agri, (agro)forestry)
- Experience applying a range of CRM and other management tools for pipeline organization and planning
- A flexible and results-oriented attitude paired with ability to work collaboratively among a diverse team in a hybrid work environment
- An engaging and inspiring communication style, fluent in English (other languages are a plus)
- Full-time availability as soon as possible, working regularly from our office in The Hague, and with a valid work permit to work in the Netherlands
- Genuine enthusiasm for Space4Good's mission and the topics we work on!

## JOIN US!

Space4Good is a certified B. Corp that achieves its mission through a service leadership approach and impact-first principle. This is a unique opportunity to engage in meaningful professional and personal development within a work environment of trust, initiative, collaboration and customer orientation to tackle the most pressing issues of our environment and society. Sounds like your dream job? Sign up [here](#)!

[www.space4good.com](http://www.space4good.com)