

AIRBUS GeoTech

*From Earth Observation to
Information Superiority*

Shape the future now

Make it fly with us



> Airbus @ Barcelona | Geospatial product & business innovator

What we give

We're changing the world and delivering a vision to pioneer sustainable aerospace.
Here, you'll be surrounded by smart, passionate people
With a clear purpose in mind: to pioneer sustainable aerospace for a safe and united world.

What we ask

That's why **we want you**: your knowledge of the theory is obvious, but what really makes you stand out is your passion expressed through concrete experience and examples, your human values and your drive to work in a collaborative team mode. You are entrepreneurial and use new technologies to bring your ideas to life.

What we believe in

Airbus will help you grow both professionally and personally.
We believe technology and human spirit can help create a better future.
Create your amazing future.
Make your mark, Make it fly with us.

> Airbus globally

Airbus worldwide

Every year, thousands of individuals around the world join Airbus and begin a career in aircraft design, maintenance, logistics and customer services. By joining us, you'll be part of something bigger than yourself—a global team dedicated to shaping the future of aerospace. Airbus is a leading aerospace designer and manufacturer with over 35 years of experience in the industry, serving a broad range of customers worldwide from more than 30 worldwide locations.

At Airbus, we're industry leaders, pioneers and designers of next-generation technologies that are shaping the future of air travel. We push boundaries.

We champion science. And we'd like you to help us create a safer, better-connected world.

Welcome to our future

- Mobility solutions for megacities
- New business models & opportunities
- High-speed helicopter
- Protection & autonomy

PROTECTION VSR700
The VSR700 is an advanced autonomous helicopter developed according to the most stringent future requirements.

- Increased flight and cargo capacity (from 1,200 to 2,000 tonnes)
- Adaptable and affordable operation
- Reduced take-off mass (from 700 to 500 kg)
- A 30-minute rescue performance, increased flexibility, security and operating cost

NOISE & ENVIRONMENT Bluecopter

- Reduction in sound emissions to 50% (vs. 100% today)
- Reduction of fuel consumption 50%
- Reduction in CO₂ emissions to 50% (vs. 100% today)
- Reduction of power losses 50%

MOBILITY CityAirbus
Customers use an app to book a seat on a CityAirbus, proceed to the nearest helipad, and climb aboard to be whisked away to their destination.

- A flight would cost more than the equivalent of a normal taxi ride, but passengers can avoid the usual long waiting times for taxis, buses and airplanes
- Up to 4 passengers will use the aircraft
- A flight would cost more than the equivalent of a normal taxi ride, but passengers can avoid the usual long waiting times for taxis, buses and airplanes
- Low emissions
- Low electric power
- Multirotor architecture
- Quick vertical take-off and landing in urban areas

URBAN LOGISTICS Skyways
The ambition of Skyways is the seamless integration of air and land logistics services and only life in a safe, secure and economically efficient manner.

- Commercial drones that improve safety over urban areas
- Enhanced services with increased efficiency

SPEED CleanSky2
Focus on operational compatibility with airports, AED & EAS systems

- More lives saved: Time to target reduced
- More surface covered by the system: fewer services
- Shorter times are needed for system recovery

What if... we could reduce our environmental impact?

- Reduction in sound emissions to 50% (vs. 100% today)
- Reduction of fuel consumption 50%
- Reduction in CO₂ emissions to 50% (vs. 100% today)
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> Airbus GeoTech, the Airbus Integrated Space Solutions branch in Spain.

Airbus in Barcelona

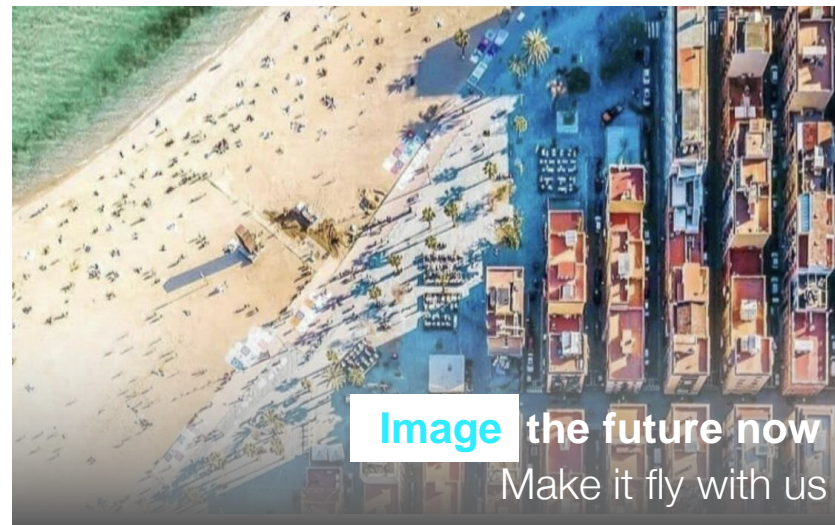
AIRBUS GeoTech, located in Barcelona, is the Airbus Defence and Space, Integrated Space Solutions subsidiary in Spain.

Airbus in Barcelona offers the best of the two worlds: the heritage and support of a world aerospace leader, combined with the fast-paced, innovative and agile environment of a small company, with the DNA of a start-up.

You will work with a small, but growing and passionate team of experts, system engineers, mapping operators, software developers, AI and data analysts that are transforming satellite and drone imagery, mapping, drone systems operations and an endless list of applications to come.

Be ready to enter a changing environment, and jump in a train in transformative motion, helping the executive team crafting new businesses and entering uncharted waters.

Airbus in Barcelona has a regional and global reach, with more than 200 international customers serviced to date. Our team is often on the move, travelling internationally, sometimes for extended periods of time.



> The position we are seeking, Airbus @ Barcelona | Geospatial product & business innovator

Scope of work & responsibilities

As one of our company Geospatial team members,

We offer you the opportunity to grow in a multidisciplinary technical & business environment, creating sustainable value for the world through innovation.

You will be part of the geospatial business & technical team, innovating, creating alliances & partnerships, and delivering value-based customer projects.

You will actively shape the future company Geospatial & 2D/3D mapping business, leading its strategic roadmap and delivering it.

You will be an instrumental part of defining the Geospatial go to market, analyze tenders and opportunities, defining the company portfolio solutions in line with market needs, identifying R&D needs, constructing customer offers. You will collaborate with the teams responsible of the technical production delivery, and customer sales.

As an example, some of the activities you might work on include, but are not limited to:

- Analyze market needs & derive go to market
- Define a strategic roadmap, identifying partners & alliances
- Define an innovative & competitive solutions portfolio
- Conduct customer tenders technical & costing analysis, define win strategy
- Structure, prepare and write the bid product customer offers, support commercial offer definition
- Risk assessment of geospatial opportunities
- Project Manager, ensuring on time, quality and cost delivery to customers.
- Support company governance & financial processes



> About you

We would love to hear who you are, talk about your experience, vision and how you think you could help us.

In the mean time, it would be great if you had the following:

- ✓ University Degree in Engineering
- ✓ MBA would be appreciated
- ✓ Experience in Geospatial & Earth Observation industry
- ✓ 5+ years of experience
- ✓ Knowledge of the Geospatial & 2D/3D mapping production tech stack, GIS, vector mapping
- ✓ Familiar with accounting and financial processes
- ✓ Product Marketing & sales experience is a plus

- ✓ Excellent communication skills, writing of technical and commercial customer proposals
- ✓ English, Spanish spoken and written at professional level
- ✓ Catalan, French and German are a plus
- ✓ Analytical skills
- ✓ International exposure
- ✓ A team player, eager to join a collaborative mindset
- ✓ Ability to communicate to customers, suppliers & management
- ✓ Ability to adapt to a fast-paced and changing environment, handling multiple priorities
- ✓ Proactive thinking, risk taker, fast learner, flexible
- ✓ Emotional intelligence, empathic, ability to be in someone else's shoes
- ✓ Open minded to diversity, inclusion and other cultures
- ✓ Entrepreneurial spirit
- ✓ Driving license
- ✓ Ability to travel up to 30% of the working time

- ✓ Commitment to act with integrity, as the foundation for the company's success, reputation & growth



> What's in it for you

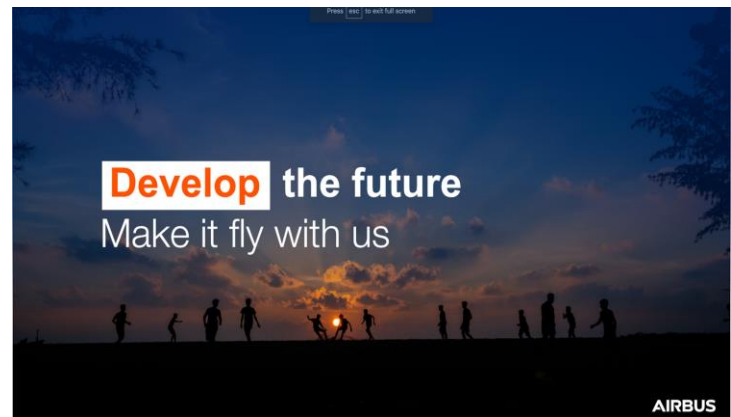
How we can support you

At Airbus, we support you to work, connect and collaborate more easily and flexibly. Wherever possible, we foster flexible working arrangements to stimulate innovative thinking.

Many of our staff work flexibly in many different ways, including part-time. Please talk to us at the interview about the flexibility you need and we'll always do our best to accommodate your request.

- Competitive salary
- Work / Life balance
- Hybrid working scheme (remote / physical)
- Tickets restaurant, child care subsidies, transport subsidies
- Access to Airbus employee share plans
- Access to Airbus Leadership University and Airbus training programmes
- Based in the bustling Barcelona downtown, quick access to efficient public transportation system
- Access to Airbus internal mobility network, worldwide

Please let us know if you need us to make any reasonable adjustments for the selection process – you can share this with your Talent Acquisition Partner if you are invited to interview. Examples may include (but not exclusive to) accessible facilities; auxiliary aids; room layout, etc. Any information disclosed will be treated in the strictest confidence.



> A word from our Managing Director, Airbus GeoTech

From me to you!

" When I started my career @ Airbus as an Aviation Telecommunications engineer, little I knew about the world of opportunities I would be able to develop in.

Since then, I have occupied positions from engineering, programme management, sales & marketing, and management and lived in 4 different countries.

Join a passionate team, and contribute to developing sustainable aerospace solutions for a safe and united world "





Looking forward to our chat!

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08015 Barcelona

Apply now

Send your CV to
careers@airbusds.es

Via LinkedIn
<https://https://www.linkedin.com/company/airbus-geotech/>