

Hello! from AgniKul.

Who are we?

AgniKul Cosmos Private Limited focuses on design, development and launching of all aspects of rocket launch vehicle technology. We are working on creating a small orbital class launch vehicle that will be designed in India.

("AgniKul" is inspired by the sanskrit word "Gurukul". Translates to: "a place where we learn to use fire")

The company was founded with the sole idea of making space access affordable for everyone. Getting to space shouldn't be the hardest part about being space-faring. We would like to do our part in bringing space access to the common man. We strongly believe that making space access extremely cheap will open up currently unexplored paths in fields that are not even remotely linked to space today.

Advisors: We are both, very proud and thoroughly humbled to have an extremely accomplished set of advisors spread across senior scientists from ISRO, IIT-Madras, the Indian Govt. and even our customer base (i.e.. Cubesat developers) helping us accomplish this mission.

What do we offer?

We are not here to just give grunt work to interns and employees. (non AI) Computer programs do that really well. Our people will be working either directly help us shape the design of the rocket, or work with us on carving out the business strategy, or build an operations framework for an international supply/chain problem in rocket manufacturing.

Eligibility

We strongly prefer working with interns and employees who are passionate about aerospace and willing to work with us for long term

Payload Acquisition Strategist

If you worry what goes inside of the payload fairing of a rocket and who makes it - this is for you

If you have wondered how to start a postcard service to space - this is for you

If you understand the real meaning of *PAY*load - this is for you

Responsibilities:

- Devise customer acquisition and retention strategy for a mini launch vehicle.
- Identify need for and develop a variety of promotional and marketing strategy to attract new and existing payload customers

- Develop resources to support, implement, and monitor effective marketing strategies for a company where the product can extend beyond just a launch vehicle and can extend into insurance pricing etc.
- Devise plans to solve customers needs and create a feedback loop to the engineering and product development team
- Negotiate contracts with clients including MoUs, Letter of Intent and launch contracts
- Lead marketing campaigns and promotional events
- Compile customer research and market analysis and devise customized competitive deals based on both quantitative models and market intuition
- Responsible for maintaining and re-inventing customer relationship management (CRM) system in a mini launch vehicle company
- Responsible for spearheading complex deals that involves government, regulatory bodies and space agencies

Basic Qualifications:

- Bachelor's Degree is required.
- Presentation, marketing and negotiation skills

Preferred Skills and Experience:

- Masters degree in Business or Economics
- Prior experience in project management and business development
- Knowledge of Quickbooks or SAP (softwares change)
- 2+ years of Experience in marketing for a technology company.

Additional Requirements:

- Must be available to work extended hours and weekends as needed

What you could take away?

- Your work will directly impact the company's as well as the ecosystem for launch vehicles
- You will learn the art of management and marketing from some of the most senior and respected minds in ISRO/Antrix
- You will work on shaping space policy in India
- You will dirty your hands in a creating a space ecosystem in india

Location

- Chennai, India
- Remote working can be considered on a case-by-case basis

Employment Type

- Internship
- Part Time



Launch rockets anywhere, anytime, affordably.

- Full Time
- PhD Programs

In conclusion

A rocket, like anything else, is just the outcome of the right group of individuals coming together and working towards a common vision. We deeply value people we work with and are looking to collaborate with some of the best minds in the country to bring space closer to earth.

Pls. send us a three line email about yourself and a resume to : humancapital@agnikul.in if you are interested.