



MODULARITYSPACE

Vice President of Business Development and Sales

Modularity Space

Modularity Space is changing the satellite industry by offering a suite of technologies and services that drastically cut cost, development time, and customer pains. Our spacecraft platforms are designed to be modular and reusable which allows for increased mission flexibility. In addition to our space system technologies, we offer turn-key solutions through a mission services package that allows satellite operators to focus on their mission. All we need is the payload required to complete the mission and we take care of the licensing, regulatory compliance, launch vehicle procurement, mission design, mission operations, and data processing and compiling.

Modularity Space is building and renting real estate in space. Our mission is to open space to virtually anyone by building satellites and providing affordable payload leasing/renting options for customers to use our satellites, so they don't have to build and operate their own. There are endless possibilities for what we can achieve by building affordable access to real estate in space, and that access is now a reality thanks to Modularity Space. We are looking for leaders who like to push themselves into the unknown and help build the infrastructure for the future of space.

Modularity Space is a fast-paced, aerospace start-up environment with a company culture focused on close team collaboration, rapid and low-cost development, and self-motivated individuals ready to take the initiative to innovate within the commercial aerospace industry. At Modularity Space, you will be given autonomy and ownership to solve critical problems facing the satellite industry. We encourage all types of qualified candidates to apply and tell us how great you are and why you should be considered for a position.

Scope and Responsibilities

Modularity Space is currently looking for a Vice President of Business Development and Sales to execute Modularity Space's business development efforts. This position will report directly to the COO. You will be responsible for crafting and executing a strong business development strategy to approach a specific customer segment aligned to the commercial, civil government, and defense and intelligence sectors, to identify new and unique opportunities for pursuit and revenue generation. This role will work closely with our Sales, Marketing, Product, and Engineering teams to explore new vertical markets and define capture strategies for new revenue streams. The Business Development team is responsible for top-of-the-funnel pipeline development, ranging from awareness and outbound prospecting, inbound responsiveness, and lead generation campaigns in partnership with the Marketing team. The ideal candidate will have in-depth knowledge of the satellite industry and offer insights to help shape Modularity's roadmap to scalability, and product and service offerings to the U.S. National Security, U.S. Civil Space, and Global Commercial Space industry. This position may require the ability to obtain a Secret security clearance.

Duties include, but are not limited to:

- Support Modularity's product and business development.
- Generate and execute sales and identify new market opportunities.
- Implement sales plans, systems, policies, initiatives, and procedures.
- Collaborate with the Communications & Marketing team in creating sales channels, marketing material, and building relationships with strategic partners.
- Perform competitive landscape and market analysis, lead forecasting of satellite rental sales, perform industry research, and provide support for business development, strategy, and Modularity's product and services roadmaps.
- Manage the sales pipeline, provide customer service, and maintain a high sales rate. Develop and present proposals, and manage proposal planning, preparation, and submission.
- Advise on, and help implement, technology acquisitions for new, strategically aligned supply chain providers.



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- Develop strong relationships across all levels of the business to ensure alignment, efficiency, and collaboration with new partners and entities.
- Coordinate and collaborate with the Engineering and Production teams to ensure all engineering information and timelines are accurate
- Be present on behalf of Modularity Space at all approved industry events.

Required Skills and Experience

- Experience building companies – preferably former founders or early employees that have successfully raised large amounts of funding and built an aerospace company is preferred.
- 4-year degree in business, engineering, or a related field.
- Minimum of 3 years of professional experience in aerospace with demonstrated contributions towards organization success focused on space systems.
- Strong knowledge and applied experiences in sales and business development of engineering and manufacturing products related to space systems.
- Highly effective and professional verbal and written communication skills with team and internal/external customers and experience in leading teams.
- Frequent domestic and international travel will be required (< 20% travel).
- Availability outside of normal business hours and/or weekends, as needed.

Preferred Skills and Experience

- 7+ years of proven excellence in business development, inside sales, and/or sales
- A strong network of relationships to aid in business development.
- History of proven leadership experience building and leading teams from the front.
- Sales management experience and familiarity with diverse business functions such as sales, marketing, public relations, finance, and operations in the space industry.
- Strong understanding of corporate finance and performance management principles as needed to support business development of space systems.
- Extensive awareness of current/ongoing commercial and government satellite programs and the ability to identify, validate, and present potential opportunities.
- Experience leading, managing, and growing remote teams on fast-paced projects and the ability to be an exceptional leader.
- Readily takes ownership and embraces humility during challenges and takes steps to manage employee faults while leading colleagues and solving problems – not blaming.
- Practiced with the use of customer relationship management software and the ability to maintain a heavy meeting schedule punctually.
- Financial modeling and financial forecast experience or the ability to learn.
- Proposal development, writing, and execution experience.

Important Information

To conform to US Government space technology export regulations, applicants must be a US citizen, lawful permanent resident of the US, protected individual as defined by 8 USC 13244b(a)3), or eligible to obtain the required authorization from the US Department of State.

Modularity Space is an Equal Opportunity Employer, employment with Modularity Space is governed on the basis of merit, competence and qualifications and will not be influenced in any manner by race, color, religion, gender, national origin/ethnicity, veteran status, disability status, age, sexual orientation, gender identity, marital status, mental or physical disability or any other legally protected status.