



Vice-President, Space Business Development Houston

Position: Vice-President, Business Development

Reports to: Senior Vice President of Business Development

NanoRacks is a fast growing company that has established itself as a market leader in space utilization. The company, which has been called the “UPS of Outer Space” by Fast Company Magazine, is seeking a highly motivated skilled business development manager to work sales leads and customer contracts with NASA, other governmental agencies, and in the commercial sector.

Terms of Position:

We are looking for someone to start ASAP. This is a full time position with a flexible schedule. We are seeking an experienced sales professional with a background in business sales, space industry, and the growing commercial space market. Targeted areas include both government and commercial organizations.

Position Duties Include:

- Pursue new and current sales leads for commercial use of in-space platforms
- Track a target list of potential customers
- Prepare and manage revisions to documents including reports, business plans and executive summary
- Prepare lists of potential customers

Who You Are:

You are someone comfortable to be working in a high-paced, commercial environment. You know the space business and want to be part of this incredible new chapter in space exploration. You fit perfectly in a company where there are few management layers; (we are fifty in size) where everyone is hard at work for our dozens of domestic and international customers most of whom are using our hardware onboard the International Space Station and with Blue Origin. See www.nanoracks.com You have always been attracted to the space program and dream of a future commercial space program and want to get in as a new chapter in space exploration unfolds.

Requirements:

- U.S. Citizen
- Detail oriented and organized
- Proven track record of business development
- Willing to make cold calls, attend events
- Ability to travel

Compensation:

Competitive salary plus commission, in addition to stock options.

Please send resume and cover letter to jobs@nanoracks.com