

SPACE FLORIDA JOB DESCRIPTION

Job Title: Business Development Engineer, Commercial Space
Department: Business Development
Reports To: Vice President Commercial Space
FLSA Status: Exempt

BASIC PURPOSE:

This position is responsible to support certain Space Florida business development activities and investments requiring aerospace technical knowledge to assess, track, and respond to client technical requirements. This position requires the ability to understand and communicate aerospace engineering concepts to a wide variety of internal and external stakeholders to drive project execution.

The Business Development Engineer will be part of a small dynamic team based in Exploration Park, Florida just outside the Kennedy Space Center. You will work with leading next generation commercial space companies of all sizes to promote the growth of Florida's space industry and enable the future of commercial space development and exploration.

ESSENTIAL ACCOUNTABILITIES or TASKS:

- Assess, understand, communicate, and track technical requirements from multiple clients across the commercial space segment including manufacturing, launch, and operations of launch vehicles, spacecraft, and other aerospace systems.
- Interface with Business Development and Spaceport Operations functions to translate client requirements into actionable steps to be undertaken by Space Florida to shape transaction structures that address client needs.
- Apply technical knowledge of aerospace concepts and principles to make qualification and due diligence recommendations concerning potential Space Florida investments.
- Develop and maintain comprehensive understanding of the capabilities, interfaces, and technical specifications of Space Florida facilities and assets and act as primary client interface for technical matters for assigned projects.
- Contribute technical expertise to preparation of customer proposals and value propositions.
- Utilize technical assessment of client requirements to inform Space Florida's planning and strategy for spaceport assets and services.
- Interface with client representatives and engineers, local stakeholders, and government entities including NASA, the FAA, and the US Air Force to drive project execution.
- Remain current on the commercial space industry, including the satellite, launch vehicle, in-space manufacturing, space services, and human spaceflight segments and their related markets, regulations, and technology.

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- Manage all aspects of the progress and completion of assigned projects and activities.
- Develop schedules, sets deadlines, assign responsibilities, monitor and summarize all projects status.
- Perform business development and technical fulfillment responsibilities assigned by project.
- Participate in significant industry events as required.

SUPERVISION:

This job does not have supervisory responsibilities.

MINIMUM QUALIFICATIONS REQUIRED:

- Bachelor's degree in aerospace engineering or related applicable field.
- 3 - 5 years' experience in technical business development, operations, or engineering in the aerospace industry.
- Background knowledge of the commercial space industry.
- Strong communication and interpersonal skills.
- Proficiency with Microsoft Office products.

DESIRED QUALIFICATIONS:

- Working experience in the commercial space industry with knowledge of functions such as launch operations, ground support equipment, spacecraft AI&T, payload integration, satellite operations, advanced manufacturing, satellite ground segment, or human spaceflight.
- Working knowledge of industry standard regulations and requirements including FAA-AST licensing, AFSPC 91-710, OSHA, fire and life safety.
- Basic understanding of business and financial principles.
- Basic understanding of project management principles.