

PROTOINNOVATIONS

Job Title

Business Development and Commercial Partnerships Manager

Job Purpose

ProtoInnovations is developing the next generation of autonomous robotic systems for the lunar surface and beyond. We are seeking ambitious, talented, and innovative individuals. As a critical part of this small company, you will be pushed to your intellectual and creative limits as we develop cutting-edge space robotics technologies.

Job Duties and Responsibilities

This is a dynamic, high-visibility, and high-impact role in a tech start-up-like environment. As a Business Development and Commercial Partnerships Manager you will execute some of the core business, opportunity, and partnership management work needed to gain visibility and bring our advanced technologies to market. This is an entrepreneurial role where you will touch many aspects of business and marketing on a day-to-day basis. You will be responsible for assessing, advancing, and managing our core business model, go-to-market strategy, branding, and business relationships through a deep understanding of the space robotics market and industry. Your work will mostly take place at ProtoInnovations' physical location in Pittsburgh, PA with some remote work flexibility as work allows, some travel is also expected. While working here you will be given a great deal of freedom and autonomy with the expectation that this will allow you maintain a work/life balance while still providing significant contributions to the company mission. Some learning on the job is expected because of the nature of what we do at ProtoInnovations, but you will be expected to hit the ground running and start contributing immediately.

Required Qualifications

Character traits

ProtoInnovations is only as good as its people. It is a requirement to have the following personal traits:

- Open and honest
- A team player and independent thinker
- Excited about learning new things
- Always looking to improve
- A good multi-tasker
- An engaging, driven, and proactive communicator

Education

- Bachelor's degree in marketing, business, or related field from an accredited university

Citizenship

- **U.S. citizen preferred**

Experience

- 2-5 years of work experience in industry
 - M.A., M.B.A, or other relevant work may substitute for work experience

Skills and additional character traits

- Ambitious and a self-starter
- Strong leadership skills
- Strategic and creative thinker
- Interest in entrepreneurship for technology-focused small businesses
- Excellent people skills needed to interact with colleagues, cross-functional teams, and third parties.
- Technology competent and desire to understand fundamentals of ProtoInnovations' robotic systems
- Familiarity with all of the following:
 - Business planning
 - Robotics technology and commercial software go-to-market strategies, business models, and revenue models
 - Digital marketing and branding (social media)

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- Bonus:
 - Company branding
 - Prior experience in space or robotics industry