



SPACEPORT AMERICA SALES AGENT

General Summary

Creates, negotiates and closes funding and sales opportunities to support the mission of Spaceport America.

Spaceport America Sales Agent

Jobcode: Q40401

Pay Band: 80

FLSA Status: Exempt

Distinguishing Characteristics

Defines, develops and implements a sales strategy to ensure consistent, profitable growth in spaceport revenue to sustain the spaceport as a viable state entity, with minimal to no financial support from the state.

Minimum Qualifications

Bachelor's Degree in Business with focus on marketing and sales. Minimum of 5 years' experience in successful business-to-business multi-million dollar international sales is required. Demonstrated technical experience, particularly in the aerospace industry, is desirable.

Essential Duties and Responsibilities*

- Pursues and closes positive funding deals in support of the mission and activities of the Spaceport America.
- Works with key Spaceport personnel to develop and implement a long-term sales and marketing strategy.
- Sets sales objectives and develops and implements sales plans to achieve sales objectives.
- Promotes Spaceport as a key tourist attraction in central New Mexico.
- Reviews performance on a regular basis and makes adjustments as necessary to grow funding for Spaceport.

Bargaining Unit: Not eligible.

Statutory Requirements: N/A

Conditions of Employment: N/A

Working Conditions: Working Conditions for individual positions in this classification will vary based on each agency's utilization, essential functions and the recruitment needs at the time a vacancy is posted. All requirements are subject to possible modification to reasonably accommodate individuals with disabilities.

Established: 06/19/2015

Revised:

**Essential Duties and Responsibilities are intended to be cumulative for each progressively higher level of work. The omission of specific statements does not preclude management from assigning other duties which are reasonably within the scope of duties. Classification description subject to change. Please refer to SPO website (www.spo.state.nm.us) to ensure this represents the most current copy of the position.*