



## Head of Business Development

### ABOUT MightyFly

At MightyFly, we are pioneering a revolution in the logistics industry via our autonomous hybrid eVTOL cargo aircraft. Our mission is to provide efficient, affordable and low emissions expedited deliveries.

Legacy logistics services are time and resource intensive. At MightyFly, you will have the opportunity to work on cutting edge technology to change that. We are developing autonomous hybrid eVTOL aircraft with cargo capacity of 100 to 500 pounds and range of 600 to 1000 miles. Our expedited delivery services aim to streamline B2B and B2G (state, federal, regional, defense) logistics, providing efficient point-to-point deliveries to our customers. We will fundamentally transform how goods are moved around the globe.

Join the MightyFly team and help us change the world!

### ABOUT THE ROLE

The Head of Business Development leads commercial and defense market expansion, driving revenue through strategic partnerships, customer acquisition, and contract negotiations. This role involves managing the full partner and customer sales cycle, aligning product development with customer/user needs, and establishing high-value, long-term cargo agreements, particularly targeting DoD, expedited logistics, and industrial sectors.

### WHAT YOU'LL DO

- Strategy Development: Create and execute Go-to-Market (GTM) strategies targeting commercial and defense logistics.
  - Defense & government procurement: Manage the sales cycle for defense, including identifying and responding to relevant solicitations and managing the associated defense personnel partners.
  - Commercial Growth: Drive revenue by originating, negotiating, and closing paid POC engagements and commercial expedited logistics contracts, moving opportunities from pipeline to signed agreements.



- Stakeholder Relationship Management: Build and nurture relationships with high-level military leadership, government officials, and corporate partners.
- Partnership Negotiations: Negotiate contracts and terms of agreements, working closely with legal and engineering teams.

## WHAT YOU'LL BRING

- 5-10+ years of experience bridging aerospace/defense, specifically with DoD, prime contractor, and commercial cargo logistics expertise.
- Top candidates need a track record identifying, securing, negotiating, and closing complex, long-cycle deals—including closing at least one contract of \$1M+ and \$10M+ in aggregate contract value.
- DoD & Government Knowledge: Strong understanding of the federal acquisition system, DoD Procurement, and working with organizations like DIU, AFRL, AFWERX, or Prime Contractors.
- Commercial Expertise: Experience in expedited cargo logistics, ideally including specific market sectors such as health care/medical goods transport, industrial high value equipment, and with partners that can bring end user customers to us in a productive relationship.
- General
  - A personal drive to leverage existing networks and develop new partner and customer relationships
  - An ability to manage a breadth of contacts and relationships in a dynamic and efficient way
  - Self-directed with the ability to work and thrive in a dynamic and fast-paced environment
  - Familiarity with the eVTOL and logistics markets

## WHAT ELSE YOU NEED TO KNOW

MightyFly is only able to sponsor TN visas and H1B visa transfers for this position at the present time.

### **Equal opportunity:**

MightyFly is an equal opportunity employer and prohibits discrimination and harassment of any type. We do not discriminate based upon race, religion, color, national origin, sex (including pregnancy, childbirth, reproductive health decisions, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, genetic information, political views or activity, or other applicable legally protected characteristics.

**Diversity:**

MightyFly values diversity and welcomes applications from those who are traditionally underrepresented in the tech industry. We are an international team, led by a female CEO.

**Job Location:**

- Bay Area.
- Work will be on site along with some travel.

**Culture:**

- We are aviation and aerospace enthusiasts who believe the sky is *not* the limit.
- **Teamwork:** We believe that to achieve great results we need great teamwork.
- **Working hard:** Building reliable aviation and logistics products and associated partnerships is really hard but also exciting, challenging, and rewarding.
- **Having fun:** We believe that hard work needs to be coupled with fun. We love hanging out beyond the workday, hosting team dinners, and organizing fun activities. We love the outdoors and outdoor sports. And of course, we love flying.
- **Celebrating wins large and small.**
- **Creativity.** We love and encourage creativity. The best ideas emerge when our working environment fosters out-of-the-box thinking.
- **Equity, inclusivity, and respect** for the diversity of life and work experiences that each individual brings to the team.
- **Transparency, honesty, and integrity.**

**Benefits:**

- Competitive health, dental, and vision insurance
- 401k Plan
- Commuter benefits
- Complementary in office meals and snacks
- Flexible paid time off
- Stock option/equity plan

**APPLY**

Email a copy of your resume and a brief introduction about yourself to [careers@mightyfly.com](mailto:careers@mightyfly.com).