

Ryan Robertson

As Vice President of Space Sector Business Development, Ryan leads a team focused on matching Space Florida's initiatives with the needs of space industry companies. The team's efforts ensure that Florida's aerospace finance and development authority continues to reinforce the state's position as the premier global and interplanetary hub for aerospace companies. With over 20 years of experience in developing business relationships, Ryan has a proven track record for closing deals by implementing his consultative selling approach.

Since joining Space Florida in 2019, Ryan has been responsible for establishing new customers, evaluating projects for resource allocation, and structuring agreements to bring new projects to fruition. To date, Ryan's projects have generated over \$230 million in capital investment in Florida.

Ryan had the privilege of establishing Florida's annual celebration of human spaceflight and space exploration – Yuri's Night Space Coast. Working with the executives of The SpaceKind Foundation, this event is one of two flagship events for the organization, taking place each year around April 12th underneath Shuttle Atlantis at Kennedy Space Center. The celebration is a cross-section between industry and community, blending music, art, science, and culture to bring people together to celebrate some of humanity's greatest accomplishments.

Prior to joining Space Florida, Ryan held business development and leadership roles in the telecommunications industry in Florida and the Midwest, working side-by-side with small and medium-sized businesses on creating solutions to improve company operations and production. During his tenure, he earned multiple awards for exemplary performance in sales and client fulfillment.

Ryan received his business degree from Purdue University and holds a space studies degree from American Public University where he graduated *summa cum laude*.