

Adrian Mangiuca

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Rational Futures

SELECTED EXPERIENCE

NASA

Analyst for Agency Chief Economist

Jun 2024 - Apr 2025

Led Chief Economist team's engagements with space industry leaders to build a broader database of economic data for analysis by office.

Worked across multiple NASA programs to produce market planning and analyses for use in program-level decision making such as the CLD Acquisition Strategy Meeting, and formulation of the SCan Communications Services Project.

SpaceX

Commercial Sales Director, Europe

Apr 2023 - Dec 2023

Led Commercial Sales Team to build a \$550M pipeline for the Falcon 9 launch vehicle and across European commercial and defense accounts.

Maintained alignment of activities between SpaceX, European national space agency leaders, and European Space Agency staff, to build commercial demand for free-flying orbital Dragon missions.

Voyager Space Holdings

Vice President, Strategy and Infrastructure

Mar 2021 - Apr 2023

Led and won \$160M proposal to NASA for building the next commercial space station, Starlab; Conceived initial and alternative technical architectures; advocated for strategically aligned Starlab technical and business approaches.

Built initial roadmap for Voyager's growth into space station services markets with focus on identifying merger & acquisition targets. Maintained working knowledge and relationships across companies in related fields including crew & habitation systems, power & propulsion, in-space manufacturing, ISRU, structures manufacturing, science equipment & experimental hardware, and other fields to inform Voyager's future acquisition pathway.

Worked with offices of President of International and Chief Revenue Officer to build \$40M pipeline of international investment and partnerships for Starla with global space agencies.

Nanoracks, LLC

Commerce Director

Oct 2017 - Jun 2020

Grew customer base by over \$15M.

SKILLS

Business development for space industry - responsible for over \$1B in total pipeline revenue

Strategic business planning and modeling

Venture fund raising strategy development

Product development - led initial concept design phases for Starlab, Outpost, and the George Washington Carver Science Park

Government contract capture - led proposal efforts for over \$250M in winning contracts

International partnership development - specifically in Europe

Foreign languages - fluent in Romanian, Spanish, and Italian; competent in French, Hindi, and Urdu

Media and marketing strategy

Won \$100MM+ OTA from Defense Innovation Unit in support of classified space program; Initially-awarded contract valued at \$25M.

Successfully advocated for inclusion of \$20M funding line into FY 2020 Senate Defense Appropriations Act, Report 116-1031, title IV, page 208: *Research, Development, Test, and Evaluation, USAF. Line 16, Space Technology Program Increase: Repurposed Upper Stage Spacecraft Bus.*

EDUCATION

University College London — *M.Sc. in Development Administration and Planning*

Sep 2011 - Sep 2012

Franklin College — *B.A. in International Communications*

Aug 2005 - May 2009

SELECTED RESEARCH PUBLICATIONS

Mangiuca, Adrian 2019. "Outpost: An In-Orbit Commercial Space Station Habitat Development Enabling Cost-Effective and Sustainable U.S. Presence in Low-Earth Orbit"