

Carter Breckenridge

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Active Clearance

Education

University of Pennsylvania-Wharton School

Business Fundamentals Certificate

Relevant Courses: Marketing, Managing Capital, Corporate Finance, Operations Management

Worcester Polytechnic Institute (WPI)

B.S. Mechanical Engineering

Relevant Courses: Automotive Materials and Design, Manufacturing Science, Prototyping, and CNC, Design and Optimization of Thermal Systems, Advanced Engineering Materials, Engineering Design

Experience

Innovation Program Manager – NewSpace Nexus, Albuquerque, NM

February 2023-Present

Manage Ignitor incubator program. Advise space technology startup companies on business, marketing, market analytics, pitching, and engineering advice. During the first 1.5 years of the program, companies in this program have won \$45m in contracts and investment. Coach companies on how to do business with the government. Maintain and expand vast network of contacts in the space industry, especially in Space Valley (El Paso-Albuquerque-Colorado Springs) and make relevant introductions between startups and SME's, stakeholders, investors, and advisors. Assist in creation of proposals for SBIR contracts. Attend ISAM conferences such as COSMIC, CONFERS, and assist in hosting State of the Space Industrial Base conference.

Research Engineer, Space Robotics and Logistics – Air Force Research Labs, Kirtland AFB, NM

February 2022-Feb 2023

Held Top Secret-SCI clearance. Design and produce hardware solutions for mock space robotic crafts to support the space logistics supply chain. Design and produce improvements to current mock craft. Manage contracts and act as technical advisor to various government contractors, write letters of support for new technologies of government interest. Attend conferences and provide input for nationwide space research.

Applications Engineer – Soft Robotics Inc, Bedford, MA

May 2021-Present

Design and test robotic end of arm tooling for use in production facilities for SRI, a startup. Adapt EOAT design for different products, program robots to pick and place products. Travel to customer facilities to assist in automation integration on factory lines. Serve as direct customer contact to determine requirements for tooling. Design and create test procedures for new tooling designs. Design and build robot cells for component testing and machine learning.

Skills

Business: Business advice, public speaking, pitching, coaching on pitches and sales tactics for small business, marketing and graphic design, connections to industry stakeholders, doing business with government

Technical: Space technology advice, robot programming in ROS, RC+ and Rapid, EOAT design, Automation system integration, SolidWorks CAD modeling, Esprit CNC programming and machining, Machining

Achievements

Helped NewSpace Ignitor companies win \$45m in private investment and government contracts in 1.5 years

Helped form partnerships between multiple companies, including the Spaceport Company and Evolution Space, who performed the first commercial offshore launch in the USA in 2023

Directly responsible for multiple SBIR/STTR wins through stakeholder introductions

Helped coach multiple companies on how to translate “engineer speak” to either “gov’t speak” or “investor speak”, with great feedback from customers