

Membership Sales Consultant (Contract)

Help Shape the Future of Mobility

Mcity, at the University of Michigan, is seeking a highly motivated Membership Sales Consultant to help expand our industry, government, and research partnerships while supporting the growth of one of the nation's leading mobility and advanced air mobility ecosystems.

This one-year consulting engagement offers a unique opportunity to work with the combined strengths of industry, government, and academia, connecting organizations with cutting-edge research, testing capabilities, and collaboration opportunities that are shaping the future of transportation and aviation.

The consultant will play a key role in selling memberships, strengthening partner relationships, and creating meaningful engagement opportunities that advance the missions of Mcity and M-air.

Scope of Services

New Member Sales and Business Development

The consultant will lead efforts to identify, cultivate, and recruit new members and partners across industry, government, nonprofit, and academic sectors.

Responsibilities include:

- Developing and managing a pipeline of prospective members and strategic partners.
- Conducting outreach, relationship development, and engagement activities with prospective members and strategic partners
- Closing sales with organizations that result in new memberships and collaboration.
- Coordinating meetings, presentations, facility tours, demonstrations, and follow-up activities.
- Working collaboratively with University of Michigan partners, including the College of Engineering Corporate Relations team, to identify and pursue new engagement opportunities.
- Representing Mcity and M-air at conferences, industry events, and stakeholder meetings.
- Supporting alignment between prospective members and Mcity/M-air research priorities.

Member Engagement and Communications

The consultant will help deliver a high-value member experience through strategic engagement and communications activities.

Responsibilities include:

- Planning and coordinating member-focused events, including member meetings, research reviews, workshops, demonstrations, and thought leadership programs.
- Developing event agendas, coordinating speakers, and managing event logistics.
- Working with leadership and communications staff to develop and deliver member communications, including executive updates, research updates, and engagement materials.
- Serving as the key point of contact for member inquiries and engagement opportunities.

Member Retention and Relationship Management

The consultant will serve as a relationship manager for existing members and partners, ensuring continued value and engagement.

Responsibilities include:

- Developing and executing a regular communication plan with members and stakeholders.
- Identifying member needs and opportunities for deeper engagement, developing follow-up action plans.
- Supporting membership renewals and leading retention efforts.
- Facilitating connections between members and relevant University of Michigan researchers, programs, and initiatives.
- Identifying new partnership and growth opportunities to pursue through existing relationships and networks.

Engagement Details

- Contract Term: Initial one-year engagement with the possibility of renewal.
- Work Location: Hybrid: Combination of onsite and remote work, with at least three days per week in the office.
- Travel: Occasional domestic travel and attendance at industry events may be required.
- Schedule: Some early morning, evening, and weekend activities may be necessary to support events and stakeholder engagements.
- Compensation: Competitive consulting compensation commensurate with experience. Additional performance-based incentives are available based on mutually agreed-upon key performance indicators.

About Mcity and M-air

Mcity is the University of Michigan's public-private partnership focused on advancing the future of mobility through research, testing, deployment, and industry collaboration. M-air, as part of Mcity, is advancing the future of advanced air mobility and autonomous aviation through research, testing infrastructure, public-private partnerships, and workforce development initiatives.

Together, Mcity and M-air bring industry, government, and academic partners together to solve some of the most important transportation challenges of our time.

Interested candidates should submit a statement of interest and relevant experience for consideration to careers.mcity@umich.edu.

Salary Range: \$90,000 – \$110,000 / year

Actual base salary will be determined based on the candidate's experience, skills, and qualifications. This role is also eligible for an additional performance-based incentive of up to \$40,000 annually.