

BUSINESS DEVELOPMENT DIRECTOR (BDD)

Ascent AeroSystems is one of the most exciting companies in the unmanned aerial system industry, and our unique coaxial platforms provide the reliable and efficient foundation necessary to operate drones at scale. We're growing fast, and we're looking for motivated, highly organized people to join our team. As you consider your next career move...

- Do you want to create new and useful things at the bleeding edge of technology?
- Are you relentlessly curious, eager to learn new things?
- Do people turn to you because they know they can count on you?
- Are you able to dare greatly, fail quickly, and keep moving?
- When things get difficult, can you double-down and persevere?
- Do you want to be part of something bigger?

Ascent AeroSystems is currently looking to hire a Business Development Manager (BDM). As a key member of the Company, this person will be at the forefront of our fast-growing sales and marketing functions. To be successful in this role, candidates should have previous experience developing leads from marketing campaigns and meeting sales quotas as well as experience with the DOD and procurement functions. Reporting to the VP of Business Development and working closely with our engineering team, this role will play a pivotal role in growing the company.

Primary responsibilities:

- Follow and achieve sales goals on a monthly, quarterly, and yearly basis
- "Go the extra mile" to drive sales
- Partner with co-workers to aid in sale and post-sale activities
- Lead generation and pre-sale customer service
- Build productive, trustworthy relationships with customers
- Ensure high levels of customer satisfaction through excellent sales service
- Assess customers' needs and provide assistance and information on product features
- Comply with inventory control procedures
- Suggest ways to improve sales (e.g. planning marketing activities)

Requirements:

- Experience with selling in the UAV space
- Strong sales ability, business acumen, and commercial awareness
- Proven work experience as a Sales Lead, Sales Representative or similar role
- Track record of over-achieving sales quota
- Advanced understanding of sales principles and customer service practices
- Strong team-building skills
- Ability to acquire FAA Part 107 Remote Pilot certification
- Availability for travel
- Self-driven "doer" with ability to meet externally set deadlines and initiatives
- Excellent time management, strategic planning, and organizational skills
- BS degree in Marketing or related field a plus

For the right candidate we offer a competitive salary, benefits (including health, dental and vision), 401(k), a vesting equity stake, a terrific work environment, and the opportunity to be a part of one of the most exciting parts of the tech industry. NO AGENCIES PLEASE

SEND RESUMES TO CAREERS@ASCENTAEROSYSTEMS.COM