



100 RESEARCH DRIVE
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BUSINESS DEVELOPMENT MANAGER (BDM): Inside Sales

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) for inside sales. 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 and servicing customers as well as working closely with our engineering team in supporting inbound customer relationship queries. *This role reports to the VP of Business Development and is based in Wilmington, MA.*

Primary responsibilities:

- "Go the extra mile" to drive sales and service customers
- Partner with co-workers to aid in sale and post-sale activities
- Own and manage 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 aid in product support

Requirements:

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

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