



## Open Position - Sales Director

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**Position Title:** Sales Director

**Department:** Sales

**Job Function:** Sales, Strategy/Planning, Management, Client Services

**Location:** Virginia Beach, VA Corporate Office

**Reporting:** Chief Operating Officer

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### About DroneUp

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DroneUp is an end-to-end aerial data collection services provider for large, autonomous drone missions; leveraging our patent-pending platform, *Mission Match™* in both iTunes & Google Play app stores. Through *Mission Match™*, DroneUp locates, qualifies and deploys drone pilots to client requirements delivering on-demand drone services in-app alongside 24/7 manned, mission oversight. DroneUp is poised to assist industries in adopting drone services in a variety of industry verticals such as Agriculture, Construction, Inspection, Insurance, Commercial Real Estate & Property Management, and Government Agencies.

### Position Summary

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DroneUp is seeking a Sales Director who will be responsible for the overall management of growing sales and business development. The position is responsible for achieving sales targets through strategic budgeting and forecasting and will pursue existing sales leads, and work to generate new business opportunities across a variety of industry verticals. The Sales Director will be responsible for hiring and developing a sales team. The Sales Director will be accountable for collaboration with department heads such as, but not limited to, the Flight Operations Director, Marketing & Communications Director, and Finance Director.

The ideal candidate is able to demonstrate an outstanding track record in sales, planning, development, and team management.

This position requires travel and a valid driver's license.

## Responsibilities

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- **Drive Revenue Growth:** Lead, manage and grow DroneUp revenue opportunities.
- **Reporting & Forecasting:** Develop and implement sales strategies that drive monthly, quarterly and annual growth against DroneUp targets. Achieve annual budgets and profit and loss targets. Anticipate and plan for future market changes as well as customer shifts and consolidations.
- **Client Management:** Initiate a DroneUp client service plan. Work to retain and grow all client relationships at mid to senior levels of the organization; and, assist DroneUp's executive team, department heads, and sales team to establish consistent communication.
- **Team Leadership:** Manage and lead sales team priorities so that the workload balance is maximized. Set and communicate clear expectations. Engage all DroneUp associates so that they are a part of the ongoing solution.
- **Team Development:** Manage sales talent to meet future business needs by identifying high potential(s) within the team, create and implement individual development plans for high potential(s), and effectively manage associates who are not satisfactorily achieving DroneUp's, client, and/or customer performance/business objectives.

## Qualifications

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- Bachelor's Degree required.
- 10+ years of experience in sales.
- 5 years of successfully managing P&L reporting, budgeting, and forecasting.
- 5 years of successfully managing client expectations.
- 5 years of experience managing direct reports.
- Ability to research and analyze data effectively.
- Knowledge of the drone industry preferred but not required.

## How to Apply

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Please submit your resume and cover letter to [careers@droneup.com](mailto:careers@droneup.com).