



## Open Position - Sales Director

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**Position Title:** Sales Director

**Department:** Sales

**Job Function:** Revenue Generation

**Location:** Virginia Remote Office - Richmond, VA

**Reporting:** Chief Revenue Officer

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### About DroneUp

DroneUp is an end-to-end aerial data collection service provider. We locate, qualify and deploy drone pilots to our clients' requirements delivering 24/7 on-demand drone services and mission oversight; leveraging our patent-pending platform, *Mission Match*™ in both iTunes & Google Play app stores. DroneUp is poised to assist both commercial industries and public sector entities with aerial data collection solutions in the following markets: Agriculture & Gaming, Aggregate, Chemical, Commercial Real Estate, Construction, Emergency Management, Energy & Utilities: Solar, Wind, Transmission & Distribution, Transportation, Oil & Gas, Engineering, Facilities Management, Law Enforcement, and Marketing & Media.

### Position Summary

DroneUp is seeking a Sales Director who will call on Virginia public sector entities to sell drone services and monitor the implementation of these services. This full-time position requires working remotely in the state of Virginia with quarterly travel to the DroneUp corporate office in Virginia Beach, VA. The Sales Director will work with various departments at DroneUp to ensure all steps in completing a clients' mission moves through the pre-production, production and post-production processes including but not limited to pilot assignment, mission monitoring, data acquisition, client delivery.

The position will require the Sales Director to make sales calls to new and existing clients to promote DroneUp's contract with the State and create business opportunities under that contract. The Sales Director will be self-motivated and capable of educating and developing business with various State agencies, public universities, K-12 school systems, cities, and counties in Virginia about the use of drones to capture data relevant to their operations. The Sales Director will develop presentations and present DroneUp products and services in various sales events around the state.

With support from the DroneUp Marketing Department, the Sales Director will be required to generate and qualify leads to produce revenue from DroneUp's contract.

The ideal candidate is able to demonstrate an outstanding background in sales. Knowledge of sales with State agencies or city and county government is preferred, but not required. Knowledge of Part 107 remote pilot operations, aerial data collections, planning, development, and team collaboration is a plus.

This position requires evening and weekend collaboration, travel, and a valid driver's license, and offers salary and bonus, plus benefits.

### **Responsibilities**

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- Communicates with clients at all stages of a project to set expectations and ensure their satisfaction.
- Manages multiple projects/missions at one time.
- Works with the Flight Operations team to ensure the successful completion of all missions.

### **Qualifications**

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- The ideal candidate will live in Richmond, VA and be willing to travel throughout the state.
- Excellent written and verbal communication skills.
- Excellent math and spreadsheet skills.
- FAA knowledge a plus.
- Part 107 Remote Pilot Certificate a plus.
- A proven track record for self-motivation in a fast-paced environment with the ability to meet deadlines and ensure client satisfaction.
- Highly organized.
- Strong customer service skills.

### **How to Apply**

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

*We are an equal opportunity/affirmative action employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender identity or expression, sexual orientation, national origin, disability, age or status as a protected veteran, or any other characteristic protected by law.*