

Business Developer Manager & GM – USA/Canada

Be part of an enthusiastic team in a fast-growing, high-tech company with an international development

Overview

At YellowScan we design, develop and produce aerial drone imaging sensor systems for professional applications. Fully integrated, ultra-light and easy to use, these highly automated data collection tools are employed by customers around the world in fields such as surveying, forestry, environmental research, archaeology, industrial inspection, civil engineering and mining.

To rapidly develop the activity in North America, YellowScan is actively seeking its **US-based Business Developer Manager & GM for the Americas, with relevant experience in Surveying, Topography; GIS, Civil Engineering, Mining, Forestry, Environmental Research.**

Based in the USA, preferably in Denver, CO. May travel up to 2 weeks per month.

About the job

The BDM/GM will be responsible to set up and develop the US-based commercial operations for the Americas, grow revenue in a dynamic market, and scale our operations, ensuring operational excellence and total customer satisfaction end-to-end (prospection, sales and after-sales). Market penetration, brand development, and sales activity is a key focus:

- Build a network of resellers and drive their sales & marketing teams. Improve their technical and sales knowledge and skills so that they can provide intelligent solutions and continually grow sales and customer satisfaction
- Partner closely with internal teams and partners on key operational areas including marketing, engineering, finance, recruiting and HR issues, compliance, company policies, and operational best practices.
- Attend industry events and network in the survey market to develop our brand and facilitate strategic sales.
- Actively seek out new opportunities using digital outbound prospection techniques and social media
- Investigate and report regularly on customer needs, market trends, and competitor activities;

Profile

- Driven by customer satisfaction, active listener, perceived as a trusted advisor
- Winning mentality, driven by complex challenges and P&L goals
- Inquisitive & creative learner—motivated to gain a thorough understanding of our customers, products & markets.
- Strong problem solving skills, including the ability to remain focused on uncovering customers' business challenges and propose solutions.
- People person—capable of managing colleagues, clients & business partners as required
- Dynamic self-starter — revenue driven & capable of working autonomously, motivation for self-directed time and activities. Must demonstrate ability to close deals
- Highly organized—capable of managing multiple projects, skillful, versatile
- Fluent in Spanish and intermediate or higher level in French

Background

The ideal candidate will have a combination of sales management, business development, and business operations experience.

- At least 5-year experience in a sales or technical sales or field operations role:
 - In the following sectors: Surveying, Topography; GIS, Civil Engineering, Mining, Forestry, Environmental Research
 - Direct and indirect sales (sales channel management)
 - Acquisition of new clients
- Bachelor's or higher degree

What we offer

We will offer the successful candidate:

- Salary commensurate with education, experience and skills
- Bi-annually incentive based on sales performance
- Benefits after 30 days including major medical, dental, vision, life, STD, LTD, and 401
- Three weeks paid time off