



TOP FLIGHT

TECHNOLOGIES®

MASTERY LEADS INNOVATION.

Director of Sales (Boston)

We are seeking a highly motivated Director of Sales to drive direct and channel sales for Top Flight's patented Airborg 10K H8 Hybrid Propulsion Engine UAV in global markets. The product is already receiving global attention for its ability to fly over 3+ hours, carry up to 21 pounds of equipment or cargo and have thousands of watts of onboard power for electronics, data communications and in-sky data computing. This individual joins the Top Flight management team as it begins the expansion of sales activities with direct resources and channel partners globally. The role includes working with the management team on overall sales strategy, defining pricing, programs and licensing structures for direct customers and channel partners, hiring additional staff.

The ideal candidate will have been involved with a high-tech start-up, reaching early adopters in an emerging market and prioritizing ongoing investments in sales and marketing consistent with growing revenues and additional rounds of investment.

Candidate responsibilities include:

- Leading by example in developing sales strategies for each market segment as additional sales resources are added.
- Developing both direct and channel sales strategies in global markets.
- Establishing sales tracking for direct and channel lead reporting.
- Fully participating with the management team in all decisions regarding pricing/licensing, direct and partner commission strategies/programs, and related marketing and media development.
- Being ready to transition from self-contributor to team executive as the Top Flight sales team adds resources including quotas and other incentives.
- Being proficient at hunting the desired customer and therefore create the repeatable sales scripts and tactics for other direct and channel partners to follow, market by market.
- Take responsibility for generating the leads necessary for the management team to fully help with proposal development to drive the close for these complex high-value product sales.
- Adjusting sales strategies to lessons-learned through early sales activities and messaging refinement.
- Being in close proximity to the Malden (greater Boston office) to stay linked to the overall management team, eventually Client Delivery Manager and ongoing product development and marketing efforts.
- Being able to travel globally on planned notice.

Ongoing growth potential for this role includes:

- VP/Direct Sales
- VP/Channel Sales

- VP/Emerging Market Sales
- Corporate Business Development
- Any of these roles would include other staff resources

This is a wonderful opportunity for someone that has led any one of these areas, opened new product markets, carried a quota, and culled lessons learned as a hunter into sales strategies for a team of resources, and now wants to lead it all.

Must have requirements:

- 10-12 years' experience in high technology product sales; preferably complex, large costs (\$100K+ to multi-million \$ contracts)
- Proven success in building sales revenues and profit
- Strong interpersonal communication and presentation skilled; adept at customizing sales presentations
- Demonstrated direct and channel sales expertise
- Experience with start-ups or launching new product lines establishing the need for new sales resources and channel partners
- Excellent teamwork skills; ability to hire and inspire the best in others
- Strong knowledge of marketing tactics necessary to support sales activities
- Ability to juggle multiple priorities
- Bachelor's degree preferred

What's in it for you?

- Work side by side with a world-class technology and business leadership team that is defining new markets in the growing domain space of unmanned systems and where the solutions are recognized as industry leaders
- Tremendous growth opportunity; competitive compensation package including base salary, plus bonus, stock options and benefits

You must be authorized to work in the United States on a full-time basis for any employer.

For consideration:

Please email your cover letter with key strengths for this job opportunity, salary requirements and resume to jobs@topflighttech.com

(No agencies please)