



## JOB DESCRIPTION FOR HIRE

**Title:** Business Development Executive

**Position Description:** The Overwatch Imaging Business Development Executive will connect the innovative technologies and solutions developed within the company to high-value clients with a win-win, customer-centric approach. From marketing and new lead generation through proposal development and pricing to contract award and post-award customer relationship management, this senior leader will deliver sustainable revenue growth.

**Company Description:** Overwatch Imaging is changing the way airborne image-based intelligence is created. Rooted in the airborne intelligence and drone technology cluster of Hood River, Oregon, Overwatch Imaging is revolutionizing human understanding of the world through computer vision-optimized sensing. Overwatch Imaging makes customized imaging payloads designed for mission-critical, automated remote sensing roles. Our products allow tactical UAS and general aviation aircraft to automatically detect small targets, collect precision survey maps, conduct autonomous search, and provide real-time image-based intelligence to users. Overwatch Imaging payloads feature autonomously gimballed cameras combined with onboard image processing and AI software, which we leverage to reduce operator workload, accelerate data processing workflows, and identify hard-to-find small signals from large datasets.

**Major Areas of Responsibility:** *The ideal candidate will be strong in many of the following areas:*

- **Sales Generation:** Achieves near- and longer-term sales goals by understanding customer needs, developing compatible, achievable, affordable and profitable solutions to those needs, and closing deals.
- **Product and Brand Marketing:** Drives company brand awareness and new lead generation through trade show and conference participation, advertising, social media, website, press, and direct client engagement.
- **Voice of the Customer:** Provides market, client and user perspective during internal product reviews and company strategic planning sessions.



- **Business Growth Strategy Implementation:** Supports company strategic growth initiatives including fundraising, sales channel and sales representative management, product and service price modeling, and more; contributes to periodic updates of the company strategic growth plan.

**Required Knowledge, Skills and Abilities:**

- **Experience and Education:**
  - Experience selling products, software and services in the aerospace and defense industry
  - Experience maintaining customer relationships across technology upgrade cycles
  - Experience with intelligence systems operating on or in conjunction with piloted or unmanned aircraft
  - Experience developing customized product, software and service offerings and preparing proposals a plus
  - 7+ years of relevant work experience required; graduate education degree (MBA, Ph.D., etc) or relevant military experience a plus
- **Technical Competence:**
  - Expert communication skills and influence
  - Comfort with business-to-business contracting
  - Understanding of imaging fundamentals, image data analytics and AI
  - Familiarity with sales channel management
  - Understanding of company financial statements and budgeting
- **Character Attributes:**
  - Thrives in a dynamic, fast-paced small startup business environment
  - Highly motivated self-starter able to work independently and with a team
  - Enjoys hands-on work and learning new skills
  - Eager to learn and solve real-world problems and accept new challenges
  - Takes pride in winning business and maintaining happy customers

**Location:** This position is based in Hood River, Oregon, and requires business travel up to 35% and work in and around light aircraft. All applicants must be authorized to work on a permanent basis in the United States.