



OVERWATCH IMAGING

JOB DESCRIPTION FOR HIRE

Title: Vice President of Business Development

Position Description: The Overwatch Imaging Vice President of Business Development is responsible for generating revenue, expanding the company's customer base and market, and identifying new opportunities for the company to make an impact. Working closely with the executive team and reporting to the CEO, this senior leader will identify opportunities and deliver new sales, grow sales with existing customers, execute a sustainable strategy for product monetization and for future growth, and maintain accurate revenue forecasts. Both directly and through effective management of team members, the VP of BD will manage high-value customer relationships, represent Overwatch Imaging technology with expertise and passion, foster rapid business growth, and beat the sales targets.

Company Description: Overwatch Imaging is changing the way airborne geospatial intelligence is created. Rooted in the airborne ISR and drone technology cluster of Hood River, Oregon, Overwatch Imaging is revolutionizing human understanding of the world through real-time AI-enabled remote sensing. Overwatch Imaging makes customized imaging payloads designed for mission-critical, automated, wide area intelligence 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 information 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 in large datasets.

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

- **BD Team Leadership:** Leads and builds a team of passionate professionals with efficient processes and tools that achieves sales results and represents the Overwatch Imaging product and brand effectively; maintains revenue forecasts and sales pipeline data.



- **Sales Generation:** Achieves near- and longer-term sales goals by building valuable stakeholder relationships, 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 marketing activity oversight, trade show and conference participation, advertising, social media, website, press, and direct client engagement.
- **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 with revenue ownership responsibility selling products, software and services in the aerospace and defense industry
 - Experience maintaining customer relationships across technology upgrade and funding cycles, including use of CRM tools to track many related relationships
 - Experience with intelligence systems operating on or in conjunction with piloted and unmanned aircraft
 - Experience leading teams through the execution of sales strategies, proposals and customized product, software and service offerings
 - 10+ years of relevant work experience with team leadership and C-level relationship management required; graduate education degree (MBA, Ph.D.) and relevant military experience a plus
- **Technical Competence:**
 - Expert communication skills and influence
 - Comfort with business-to-business and business-to-government contracting
 - Understanding of imaging fundamentals, image data analytics and AI
 - Familiarity with sales team and sales channel management
 - Understanding of company financial statements and budgeting
- **Character Attributes:**
 - Thrives in a dynamic, fast-paced 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.