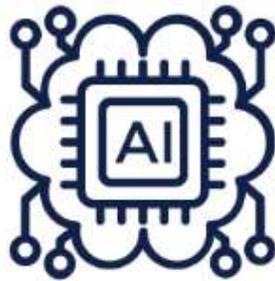




NextGen Global
Executive Search
EXCEEDING EXPECTATIONS



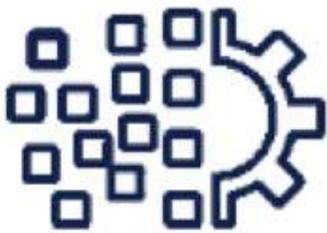
Aerospace Power Systems



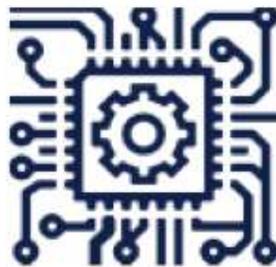
AI & Data Science



Autonomous Vehicles Tech



Digital Transformation & CX



Power Electronics



5G Wireless & IoT

Director of Business Development | Aerospace | Remote USA

About the Client Organization

History & Culture

NYSE based industry leading provider of advanced UAVS and aerial imagery, data collection and analytics solutions.. They design, manufacture, distribute and support a diverse line of advanced, high performance, "tractor tough," precision drones capable of capturing thousands of ultrahigh resolution images and producing actionable intelligence that get quantifiable results.

Founded in 2010, this company is trusted to help the world's growers, consumer packaged goods companies and their supply chain partners proactively assess and manage the health of commercial crops, reduce the chemicals in produced foods and products and preserve and protect natural resources. In addition, we are at the leading edge of providing state and territorial departments of agriculture, growers and processors with registration, oversight, compliance/enforcement, and reporting solutions relating to the United States' emerging hemp cultivation industry.

In late 2019, they began pursuing expansion opportunities within the emerging Drone Logistics and Transportation market with the manufacture and assembly of UAVs designed to meet specifications for drones that are meant to carry packaged goods in urban and suburban areas.

As the company continues to grow, are looking to leverage their experience and expertise in drone manufacturing to provide solutions for a wide range of industry sectors which can benefit from the proven environmental and cost benefits afforded by commercial drone use.

Product / Service Vision & Strategy

More than a business development role this person will be driving company growth by pursuing immediate and long term opportunities. This will be an autonomous solo opportunity for someone who is passionate about driving growth through new business development opportunities for contract manufacturing for drones and drone related equipment that has no upper limitations.

Will be a voice of authority for the company. Remote position will be acceptable if living near a major metro airport. Equity position within the company will be considered based on experience.

Position Description

Opportunity at a Glance

Will sell the company's vision to new customers and become a subject matter expert on quality manufacturing and assembly processes and operations in addition to remaining up-to-date on all relevant industry news and industry-impacting developments.

Leadership Value Proposition & Benefits

Position has the capability to grow into a management role with the idea of building an organization around business development and sales. This will depend on the growth and sales of the company over the next 3-5 years. Nice benefits PPO.

The company is regarded as being autonomous by nature and requires a leader that can not only help drive the organization's success but create the ideas that will resonate throughout our business and materially perpetuate our growth.



Key Objectives & Responsibilities

Objectives to Achieve in the Role

Candidate will be expected to build a robust pipeline within the first 90-120 days. Additional expectations and MBO's will be determined by the CEO and candidate within the first several weeks of starting. Candidate should be able to produce a minimum of \$1M in new sales with the first year

Primary Responsibilities

Primary responsible will be identifying, pursuing and negotiating strategic new business development opportunities involving contract manufacturing and assembly of unmanned aerial vehicle systems and drone-related subcomponents and equipment. Will build and maintain successful relationships with prospects and existing clients, collaborating with executives on business strategy to determine and prioritize key new business development objectives, and optimizing our Company's brand reach and awareness on a global basis.



Target Candidate Profile

The ideal candidate will have also taken a team of direct reports and developed the team in quantifiable metrics throughout their time in this role. Strong entrepreneurial disposition. The successful candidate must be able to demonstrate entrepreneurial capabilities both in character and in prior business engagements.

He/she must have proven this by leading an effective team, not only through comprehensive functional and industry related understanding, but through “out of the box” thinking. Structured and logical thinking. The ideal individual for this role will have the ability to swiftly dissect a problem, determine and organize possible solutions, and quickly form a hypothesis against which to run test analyses.

Being able to present complex concepts/ideas in concise, easy-to-understand terms is critical. This person must have developed proven strategies for business development and have a track record of improving those strategies. This candidate also must have displayed that he/she possesses an ability to analyze what precise strategies should be pursued and also a proven background in successfully implementing those strategies.

Depth of Industry Contacts and Relationships

Will know National Drone market place and understand how to connect with the C levels within this industry with the intent of exploring using AgEagle as their exclusive contract manufacturer. The US market is very tight and there are many small players who should be ripe for this type of opportunity.

Requirements and Experience

Education and Skills: Should possess a minimum of 10 years of experience in business development with success in marketing industrial manufacturing services and capturing wins. A BS in Engineering, Science or Aviation-related discipline will be required. Strong preference for experience in business development or sales in the drone market.

Experience and Accomplishments: Proven experience in a growth oriented business. This candidate must have proven in past leadership roles that he/she has been a driving factor in growing a business. While understanding that cutting costs is important, the primary goal is to grow the top line. He/she must have been in a role where they not only helped implement growth strategies but was a key part in designing and creating these plans of action.



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Interview Process

Interested candidates should apply online at nextgenexecsearch.com

Shortlisted candidates should expect three interviews with NextGen Lead Recruiter covering items such as skills, experience, KPI and/or MBO performance, insight into depth of industry relationships, financial modeling and P&L (as required for a specific role). The final interview will be a two-way recorded video interview.

In addition, depending on the role, you provide insight into your depth of industry contacts and relationships (no names needed) and for fiduciary role a Peer Credit Report.

You may be asked to complete an Executive Profile including short video introduction and submit to a comprehensive background check and reference checks be conducted in order to present you to the client for interviews.

All inquiries will be treated in confidence.

Contact:

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