

BUSINESS DEVELOPMENT MANAGER

Pegasus is actively developing the technology and people necessary to create an equilibrium between humanity and our environment through an intelligence-driven approach to our biggest challenges. We are recruiting for talented, highly motivated individuals looking for the challenge of a lifetime.

RESPONSIBILITIES

Lead engagement with current and future clients, including management and optimization of CRM tools.
Support business development and marketing processes through active communication and collaboration.
Develop and communicate business development strategies for new entry into new markets.
Be comfortable traveling frequently to meet with key stakeholders.

PREFERRED SKILLS AND EXPERIENCE

Experience in a services-based sales role to government, strong ability to build relationships with public sector stakeholders.

Detailed understanding of municipal, provincial/territorial/state and federal and procurement processes and policies, including a strong channel network.

Demonstrable communication skills including industry-specific language.

A passion for aerospace and leading-edge technology, ideally with experience selling in one or both sectors.

Experience seeing complex negotiations from inception to execution with a net-positive effect for all parties.

Comfortable working in a fast-paced environment with limited information to achieve exponential outcomes.

ADDITIONAL REQUIREMENTS

Ability to pass Royal Canadian Mounted Police background check.

Must be willing to travel (approximately 30%) to locations in North America, as necessary.

Pegasus Imagery is an equal opportunity employer and diversity supplier. Employment with Pegasus is governed on the basis of merit, competence and qualifications and will not be influenced in any manner by race, color, religion, gender, national origin/ethnicity, veteran status, disability status, age, sexual orientation, gender identity, marital status, mental or physical disability or any other legally protected status. If this is the challenge you've been looking for, or believe you have skills and experiences not listed but could be a major benefit to our mission, email your resume to careers@pegasusimagery.ca