

**SALES 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.

Pursue and develop new market channels to commercial, private and government markets including go-to-market strategies.

Establish and strengthen existing relationships with OEMs and suppliers.

Passionately pursue customer satisfaction.

**PREFERRED SKILLS AND EXPERIENCE**

5-7 years experience in services-based sales to government and/or energy sectors in North America.

Strong ability to build relationships with public sector stakeholders, demonstrated through proven networking abilities.

Undergraduate or Diploma in an appropriate educational field.

Ability to rapidly learn new material and translate technical details into customer engagement and sales.

Familiarity with Remotely Piloted Aircraft Systems (RPAS) and operations.

**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](mailto:careers@pegasusimagery.ca)