



## **Job Description - Senior Business Development Manager**

An exciting opportunity has arisen to join Evolve Dynamics as a full-time Business Development Manager, based from our workshop near Farnham, Surrey.

Evolve Dynamics is at the forefront of research, design and development of next generation UAS/UAV systems for the industrial, security & defence sectors. Our mission is to develop autonomous/semi-autonomous, highly capable, and best in class UAV solutions.

We design and manufacture aircraft, ground control systems, camera/additional payloads and software. Our client base has grown 500% in the last 12 months and includes police forces, the military, fire services and search & rescue teams.

If you're looking for a role in which you will be able to contribute innovative ideas, learn from a dynamic and experienced team, and be challenged on a daily basis, then this is the job for you!

We are looking for highly motivated individuals who can think creatively, independently identify areas for improvement, tackle potential barriers to progress and propose solutions. The successful candidate will be responsible, thorough and accountable with a sharp eye for detail.

Salary negotiable, depending on experience and achievements, with generous commission package (based on achievable goals!).

### **Overview**

As a Business Development Manager at Evolve Dynamics, you will play a crucial role in driving our growth by identifying and capitalising on opportunities within the defence, security, and commercial drone markets. Reporting to the sector Senior Business Development Manager - as part of the sales team under the Chief Commercial Officer, you will be responsible for establishing and nurturing relationships with prospective clients, understanding their needs, and presenting tailored drone technology solutions that meet and exceed their expectations.

## **Key Responsibilities**

- Sales Targets: Meet or exceed monthly and quarterly sales targets and revenue goals
- Market Research: Stay up-to-date with industry trends, competitive offerings, and emerging technologies related to drones for defence, security, and commercial applications
- Prospect Identification: Identify potential clients within the target sectors and develop a comprehensive prospect list
- Customer Engagement: Initiate and maintain relationships with key decision-makers, influencers, and stakeholders in potential client organisations
- Needs Assessment: Conduct in-depth consultations with clients to understand their specific needs and requirements. Provide feedback to our R&D team on evolving customer requirements
- Subject-Matter Expert Knowledge: Develop a deep understanding of our drone technology products, their capabilities, and how they address clients' needs
- Solution Presentation: Refine and deliver compelling presentations and proposals that effectively communicate the value of our drone solutions
- Marketing, Conferences and Exhibitions: Represent the company through attendance at UK and international conferences. Provide input to our Head of Marketing on content and case studies
- Negotiation: Lead negotiations, address objections, and work collaboratively with clients to reach mutually beneficial agreements
- CRM Management: Maintain accurate records of all customer interactions and sales activities in our Pipedrive CRM system
- Post-Sales Support: Collaborate with the customer support and technical teams to ensure seamless post-sales support and customer satisfaction, including looking for opportunities to further expand each customers' usage of our products

## **Essential**

- Proven track record in B2B sales, ideally in the UAV industry
- Strong communication, negotiation, and presentation skills
- Self-motivated, results-driven, and able to work independently
- Ability to travel in the UK and internationally as needed

## **Desirable**

- Experience in the defence, security, or commercial technology sectors
- Knowledge of drone technology and its applications

## **Hours**

This is a full time position, based in our workshop near Farnham, Surrey. Core hours are 0900 to 1730 Monday to Friday, with opportunities for hybrid working by arrangement. Additional hours will be required based on customer availability and location.

## **Salary**

A very competitive salary will be paid for the position, dependent on experience, together with significant commission based on performance (but the goals are achievable!).

## **Benefits**

- 25 holiday days annually
- Participation in company's pension scheme (SmartPension)
- Support with training including paid study days and contribution to qualifications
- Free snacks and drinks in the office
- Regular paid-for social events
- Evolve swag!

## **Equal opportunities**

Evolve Dynamics is an equal opportunity employer. We encourage candidates of all backgrounds and experiences to apply. We are proud to be an Armed Forces Covenant Silver Award holder, and particularly welcome applications from veterans.

## **Find out more**

Interested candidates are welcome to get in touch to arrange an informal conversation before applying. Please email [careers@evolvedynamics.com](mailto:careers@evolvedynamics.com) referencing the job title.

## **How to apply**

Only applications made by email will be considered. To apply, please send a copy of your CV together with a covering note describing why you would like to work for Evolve Dynamics and what makes you suitable for the role to the CEO, Mike Dewhirst, at [careers@evolvedynamics.com](mailto:careers@evolvedynamics.com). Only qualified candidates will be contacted for an interview.

Applications will be considered on a rolling basis. The start date will be as soon as possible.

Discover more at [www.evolvedynamics.com](http://www.evolvedynamics.com).