



## **Job description**

An exciting opportunity, to join a leading provider of geographic data acquisition, industrial inspections, and high-end aerial imagery, using unmanned aircrafts (UAVs).

This opportunity is to join Skeye. Our business is rapidly expanding in one of the most exciting and technically challenging areas of aerospace: unmanned aviation.

Skeye is an Equal Opportunities Employer. Skeye is also committed to being a living wage employer.

For our office in the UK, we are now hiring a Business Development Manager to support the growth of Skeye. We are looking for a person based in the UK, who is able to scale business locally and within Europe, through a proactive sales approach. You will support the Business Development team to represent Skeye in the European market, and you will maintain and develop our culture internally.

## **Main Responsibilities**

- Business development of drone inspection.
- Preparing commercial proposals.
- Market Research.
- Establish and maintain client relationships.
- Maintain and develop the existing clients through upselling and cross-selling.
- Support continuous project improvement including profitability.
- Working closely with the Operations Department and the Project Department.

## **Requirements**

- Inspection background.
- Basic contractual understanding.
- Excellent communication skills