

Territory Manager and UAV/Drone Pilot

Pittsburgh based Identified Technologies is the fastest growing drone mapping and analytics company on the east coast and we're hoping you'll join our expanding team. [Inc.](#), [TechCrunch](#), [NBC](#), and [CNN](#) have recognized us for transforming job site management. Our integrated drone mapping solution takes care of everything from FAA compliance and flight planning, to advanced data analysis and insights. You push the start button on the drone and we take care of the rest.

Job Description & Responsibilities:

You will build your own book of business performing drone flights for construction sites. To successfully build your business you will spend time on the phone calling prospects, and you will be driving to construction sites in your territory to perform drone flights with customers.

Identified Technologies will provide you leads and marketing support inside your territory, handle all the site setup and data processing, and provide you drone equipment to use.

Training & support on cold-calling, flying drones, and managing your business will be provided.

Experience & Qualifications:

You will be successful in this role if you possess the following:

- A desire to help customers overcome their business challenges.
- A strong entrepreneurial spirit.
- Grit and determination on the phone. In the sales world you go through 9 "no's" to get to a "yes".
- Interested in drones and technology. Ability to learn about technology quickly.
- Flexible and adaptable. The technology, market, customers are always changing and growing. You want to stay ahead of that curve for your customers.
- Ability to act quickly. Opportunities with new customers come up fast.

Compensation:

You will earn on a revenue share with Identified for customers you sell and fly for. There is no cap to your earning potential. Successful TMs earn between \$60,000 and \$100,000 annually. Top performers can earn upwards of \$150,000 annually.

Applications/Questions? Please e-mail your resume and an optional cover note to careers@IdentifiedTech.com with the subject line "Territory Manager - Lastname, Firstname". Learn more @ IdentifiedTech.com