

About Inertial Sense

Inertial Sense is a fast-moving innovator in high-precision inertial sensors and embedded systems, powering the next generation of aerospace platforms, autonomous vehicles, robotics, and low cost, high volume defense solutions. The company has signed a definitive agreement to be acquired by Hexagon, the global leader in measurement & positioning technologies (<https://hexagon.com/company/newsroom/press-releases/2025/hexagon-to-acquire-inertial-sense-strengthening-its-positioning-portfolio>) and we have ambitious growth and expansion plans for 2026 and beyond.

VP Sales /GM for a subsidiary of a \$20B Aerospace & Defense organization

We are seeking an experienced and sales-oriented VP of Sales / General Manager to lead our post-acquisition U.S.-based subsidiary, a Center of Excellence dedicated to the design and manufacture of tactical-grade inertial sensors and IMUs. Our products serve both defense and commercial applications, including drones, counter-UAS systems, loitering munitions, SATCOM solutions, precision aiming systems, aerial imaging systems, and autonomous robotics.

As part of a global aerospace and defense company, the VP of Sales / General Manager will be responsible for driving top-line growth, expanding customer relationships, and positioning the company's sensor technologies at the forefront of the rapidly evolving autonomy and defense landscape. The role is highly focused on sales, business development, and customer engagement, while leveraging the parent company's extensive sales, R&D, and operational infrastructure.

Reporting Structure

The VP of Sales / General Manager will report directly to the Business Unit Leader of the parent organization. The current team consists of 8 people, with a forecasted doubling of headcount through 2026.

Key Responsibilities

Sales Leadership: Drive revenue growth by leading direct sales and establishing new business opportunities across defense primes, U.S. DoD agencies, drone manufacturers, autonomy developers, and commercial industrial customers.

Market Expansion: Develop and execute a go-to-market strategy, leveraging both local and global sales resources to win multi-million-dollar programs.

Customer Engagement: Build and maintain strong customer and partner relationships, ensuring alignment with customer requirements and future program needs.

Team Leadership: Manage a skilled local team of engineers and business development professionals; attract, retain, and develop talent in the Salt Lake City office.

Parent Company Alignment: Work closely with the parent company's leadership, R&D teams, and global salesforce to ensure the subsidiary's offerings are fully integrated into the broader corporate portfolio.

Operational Oversight: Oversee local operations to ensure quality, performance, and delivery commitments are met, while the parent company manages administrative, HR, and legal functions.

Qualifications

- **Proven track record of sales success** in aerospace, defense, autonomy, robotics, or related high-technology markets, with experience carrying and exceeding multi-million-dollar annual quotas..
- **Minimum of 10+ years of experience** in sales, business development, or general management with increasing responsibility.
- **A strong customer network** across defense primes, government agencies, and autonomy/robotics ecosystems is highly desirable.
- **Demonstrated ability** to lead a team, manage P&L, and balance long-term strategy with quarterly performance.
- **Strong understanding of aerospace and defense program dynamics**, with familiarity in commercial aerospace and defense markets.

- Exceptional communication, negotiation, and executive presence.
- U.S. Person (citizenship or permanent residency) required due to ITAR and defense-related business.

What We Offer

- Leadership opportunity within a global leader in aerospace and defense.
- The resources of a \$20B enterprise combined with the agility of a small, focused technology center.
- Ability to shape the growth trajectory of an advanced technology critical to autonomy and defense applications.
- Competitive compensation, incentives, and benefits aligned with executive-level responsibility.