Sales & Business Development Manager - Chicago

Sales & Business Development Manager

Full time - Chicago, IL, USA

At MapsPeople, we are entering a pivotal chapter of AI-led transformation and growth, scaling our indoor mapping and spatial intelligence platform for enterprise customers worldwide. As demand continues to grow, we are strengthening our commercial team in the USA to support long-term, sustainable growth.

We are looking for a self-driven sales professional who thrives in scale-up environments and wants to make a visible impact on the company's growth journey. If you are motivated by building your own pipeline, owning your territory and closing complex enterprise deals, this role offers the opportunity to shape how MapsPeople grows in your market.

The Role

As Sales & Business Development Manager, you will be an individual contributor driving new business across the USA, reporting to Commercial Leadership. You will own the full sales lifecycle, from prospecting to close, and work with a high degree of autonomy to build your pipeline and execute territory strategies that deliver consistent revenue growth. You will engage with customers across multiple industries, selling complex spatial SaaS solutions with deal sizes ranging from $50k to $500k+. Based in Chicago, you will work in one of the USA's largest markets for healthcare campuses, convention centres and events, airports, universities and corporate real estate.

What You Will Do

- Own the full sales cycle, from outbound prospecting and discovery to negotiation and contract close
- Proactively generate new opportunities using modern sales and lead-generation tools
- Build and maintain a healthy, forecasted pipeline across the USA, with a focus on Chicago and the Midwest
- Navigate complex buying committees and identify key decision-makers and economic buyers
- Tailor value propositions to different industries and stakeholder needs
- Define and execute territory and vertical strategies, with a focus on healthcare, higher education, airports, convention centres and corporate real estate
- Represent MapsPeople at industry events, conferences and in-person customer meetings

What You Bring

- 5+ years of experience in B2B SaaS sales, with a strong track record of exceeding quotas
- Proven success managing complex sales cycles and enterprise deal sizes of $50k–500k+
- Strong communication, negotiation and presentation skills
- Fluency in English, both written and spoken

Key Skills

- Full-cycle enterprise sales, from outbound prospecting to close
- Pipeline building and accurate forecasting
- Navigating complex buying committees and reaching economic buyers
- Territory and vertical strategy
- Presenting and demoing technical products to senior stakeholders is an advantage
- Experience in mapping, PropTech, GIS or spatial data industries is appreciated
- Experience selling complex SaaS solutions with long sales cycles is appreciated

•Experience selling into healthcare systems, universities, airports, convention centres or commercial real estate is appreciated

Sales Tools

•Proficiency with HubSpot, ZoomInfo and LinkedIn Sales Navigator

Who You Are

You have a builder mindset and are comfortable operating in a scale-up environment undergoing transformation. You enjoy owning your territory and your results, working independently while collaborating closely with colleagues across Product, Engineering and Leadership.

What you get

This role is a strong fit if you want to:

•Have a high-impact sales role in a growing international company undergoing AI-led transformation

•Own your territory, pipeline and revenue outcomes

•Collaborate closely with cross-functional teams across Product, Engineering and Leadership

•Flexible, hybrid working from the Chicago area, with travel to customers across the USA

•Join a collaborative, international work environment

•A competitive compensation package including base salary, commission, healthcare plans and retirement options

Ready to help drive the next phase of growth at MapsPeople?

Apply here or send your application to juth@mapspeople.com.