

Sales & Business Development Manager

Full time - USA / Canada

MapsPeople is entering a pivotal phase of AI-led transformation and growth, scaling our indoor mapping and spatial intelligence platform for enterprise customers worldwide. As demand continues to increase across the Americas, we are strengthening our commercial team to support long-term, sustainable growth.

The Role

In this individual contributor role, you will take ownership of driving new business across the USA and Canada, managing the full sales lifecycle from prospecting to close. You will operate with a high degree of autonomy, building your own pipeline and executing territory strategies to 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+. This role is well suited 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.

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 assigned territories and verticals
- 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 to drive growth across the Americas
- Represent MapsPeople at industry events, conferences, and in-person customer meetings

We imagine you come with

- 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 (\$50k–\$500k+)
- Proficiency with modern sales tools such as HubSpot, ZoomInfo, and LinkedIn Sales Navigator
- A builder mindset, comfortable operating in scale-up environments undergoing transformation
- Strong communication, negotiation, and presentation skills
- Fluency in English, both written and spoken

Preferred qualifications (nice to have)

- Experience in mapping, PropTech, GIS, or spatial data industries
- Experience selling complex SaaS solutions with long sales cycles
- Confidence presenting and demoing technical products to senior stakeholders

What you get

- A high-impact sales role in a growing international company undergoing AI-led transformation
- Ownership of your territory, pipeline, and revenue outcomes
- Close collaboration with cross-functional teams across Product, Engineering, and Leadership
- Flexible work arrangements with remote options across the USA and Canada
- 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.](#)