

Job Opening

Business Development Director (Americas)



Company: **RISE**

Location: **Remote – Americas**

Employment Type: **Full-time**, employed by RISE US entity

Compensation: **65% base salary + 35% variable component.**

About RISE

RISE is a fast-growing technology company founded in 2021 in France, pioneering **SaaS solutions dedicated to making business aviation more efficient**. Our flagship product, OPTIRISE™, optimizes business jet fleet schedules to significantly improve operational and financial performance, while reducing CO₂ emissions. OPTIRISE™ has been recognized as an “Efficient Solution” by the Solar Impulse Foundation.

RISE is supported by leading industry partners including **Airbus** and **Starburst Aero**. Our team is made of experts in aviation, technology, data science, and product development.

Role Overview

RISE is seeking a **Business Development Director** to lead commercial development across the Americas. This senior role is critical to accelerating RISE’s growth, primarily in North America, by positioning the company as a trusted solution provider for business aviation operators and building a strong, sustainable client pipeline.

Reporting directly to the CEO, the Business Development Director will own **market development strategy and execution** for the region, combining hands-on sales leadership with strategic market insight.

Key Responsibilities

Business Development & Sales

- Define and execute RISE’s business development strategy for the Americas
- Build, manage, and convert a robust pipeline of qualified prospects
- Identify, segment, and prioritize target customers
- Engage decision-makers through direct outreach, demonstrations, and events

- Negotiate and close commercial agreements with new clients
- Represent RISE at major industry trade shows, conferences, and client events

Market & Customer Insight

- Monitor market trends, competitive landscape, and regulatory evolution
- Develop a deep understanding of customer operational, financial, and sustainability needs
- Act as the voice of the customer internally, contributing to roadmap discussions

Brand, Marketing & Partnerships

- Contribute to RISE's brand positioning and go-to-market messaging
- Support content, communication, and thought-leadership initiatives targeting the regional market
- Build strategic relationships with industry stakeholders and technical partners

Cross-Functional Collaboration

- Work closely with product, engineering, and leadership teams
- Support customer onboarding and feedback loops

Profile & Qualifications

The successful candidate will demonstrate:

- Proven experience in business development, sales, or commercial leadership roles
- Strong knowledge of the business aviation ecosystem in the Americas
- Ability to sell complex, value-driven software or technological solutions
- Excellent communication, presentation, and negotiation skills
- High level of autonomy, ownership mindset, and entrepreneurial spirit
- Fluency in English required; Spanish or Portuguese is a plus
- Willingness to travel regularly across the Americas

Why join RISE?

- Join a mission-driven company tackling one of aviation's biggest challenges
- Work with a highly skilled, international, and passionate team
- High-impact role with significant ownership and growth potential
- Fully remote position with international exposure
- Competitive compensation with performance-based upside

How to Apply

To apply, please send your resume and a brief cover note to: **hr@rise.express**
The selection process will take place in **January, 2026**.