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WHAT I BRING TO THE TABLE 03

A Passion for Unmanned Systems

Coming from the hobby scene, my passion is to build, fly, and most importantly, **CRASH**, FPV multirotors and wings. From funky designs to 3D printing my own frames, there is always something new for me to explore.

Defense and Research Project Development

From integrating AI-driven munitions systems to developing mesh radios, anti-jamming tech, and counter-UAS solutions, my project management skills span a wide range of cutting-edge technologies. Whether working on complex military systems or deploying scientific drones in Antarctica, there's always a new challenge to tackle.

SKILLS 04

Sales Strategy Cross-Disciplinary Work

Technical Problem Solving Client Relations

Tender Management Defense Systems

UAV based AI Project Leadership

GNSS Denied Tech Technical Leadership

LANGUAGES 05

English C2

Spanish C2

Dutch B2

German A1

Benji Pauly, Drone and Defense Tech Sales

EXPERIENCE

01

Sales Representative & Project Management

11.2022 – Present

DeltaQuad - Fixed Wing VTOL UAVs

As a Solutions Specialist at DeltaQuad, responsibilities encompass leading both the sales and technical integration of the DeltaQuad Evo platform, an industry-leading UAV solution. This role focuses on delivering highly customized, complex UAV systems to clients in defense, government, and enterprise sectors across the globe. With a deep understanding of the entire tech stack, from hardware components to software integration, technical leadership is applied to ensure successful deployments in a wide range of high-stakes environments.

Currently managing key projects, such as the integration of AI-driven surveillance and munitions deployment systems for the UK Ministry of Defence, involving collaboration with engineering teams and external partners. These efforts focus on ensuring precision and functionality in GPS-denied environments and meeting stringent operational requirements for defense applications.

In addition to technical leadership, sales efforts consistently exceed targets, driving significant revenue across all seven continents. The role also includes supporting partners in deploying solutions such as counter-UAS operations, visual-based navigation, and multi-payload configurations for applications ranging from tactical surveillance to environmental monitoring.

Published Author: Co-authored "In Situ VTOL Drone-Borne Observations of Temperature and Relative Humidity over Dome C, Antarctica," contributing to groundbreaking atmospheric research through the first scientific drone flight at Concordia Station, Antarctica. This research highlights the versatility of UAV technology in extreme scientific environments.

The combination of technical acumen and a client-focused approach ensures that every project not only meets but exceeds expectations. The ability to rapidly master new technologies and apply them to customer-specific needs has been instrumental in maintaining DeltaQuad's reputation for reliability and innovation in the UAV industry.

Sales Representative & Account Management

01.2021 – 11.2022

ASRock Europe - Motherboards and GPUs

Began as a Sales Assistant responsible for generating sales of computer motherboards and GPUs to wholesalers and distributors. Quickly promoted to Sales Representative, overseeing sales across multiple European countries, including BE, IT, MT, AT, CH, FI, SE, DK, NO, IS, CY, and MO. The role primarily focused on managing distributor relationships and handling tenders, which were critical elements of the sales process. This focus on working with distributors helped to develop a deep understanding of market dynamics and product positioning.

A strong emphasis was placed on building long-term partnerships and leading account management, which contributed to consistent revenue growth and success in securing competitive tenders.