

A Passion for Unmanned Systems & Self-Taught Innovation

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. This hands-on foundation drives my core commercial value: the ability to follow an innovative concept all the way through to commercialization and mass production. Operating as an agile self-starter, I bridge the gap between rapid, benchtop prototyping and delivering a stable, scalable, field-hardened product to market.

European Defence & B2G Hunter

Professional expertise spans advanced ISR payloads, EO/IR remote sensing, AI-driven munitions systems, mesh radios, anti-jamming technologies, and counter-UAS solutions, with proven project leadership across complex military deployments from GPS-denied operations to extreme-environment research. Deep understanding of EU regulations, procurement methods, and defense acquisition complexities across NATO member states. Possesses established stakeholder networks across target territories including Germany, the UK, Benelux, and the Nordics.

SKILLS 04

Tender Management	C4ISR & Mesh Networking
Revenue Growth	EO/IR & ISR Payloads
Territory Strategy	GTM Strategy
EU Regulations	GNSS-Denied Tech
Defense Networks	Business Scaling
New Business Hunting	C-UAS & Air Defense Systems

LANGUAGES 05

English C2	Spanish C2
German A2	Dutch B2

Benji Pauly, Lead Technical Defence Sales & BD

Alpine Eagle - Airborne CUAS Radar and Interception

Business Development Manager

Q1 2025 - Present

- Joined as employee #8 and helped scale the company to over 50 people, driving roughly 10x revenue growth in one year. Architected foundational commercial infrastructure from scratch: establishing the CRM, bid management software, and standardized corporate sales processes while actively mentoring former military personnel through their transition into civilian corporate roles.
- Secured and expanded key European defense programs, including a multiyear experimentation and procurement contract with the German Bundeswehr. Expanded the UK MoD project (Vanaheim/Flytrap 3), drove Dutch MoD trials evolving into a five-year procurement roadmap, and cemented follow-on work with the US Army in Europe (Flytrap 4.5). Cemented operational deployment projects in Ukraine through close cooperation with frontline units such as the 414th Birds of Madyar among others.
- Led European and international market expansion for the Sentinel airborne C-UAS system, establishing UK and Netherlands entities and structuring rapid entry paths into Ukraine, Sweden, the US, Southeast Asia, Mexico, and Colombia. Leveraged an established network across European Defence Ministries, Tier-1 Primes, Systems Integrators, and local partners to accelerate trial-to-procurement cycles.
- Acted as the primary bridge between engineering and commercial teams, translating complex multi-sensor data, EO/IR tracking feeds, airborne radar, AI-based detection, and autonomous interception concepts into clear value propositions and actionable CONOPS for defense clients. Fed operational feedback from trials and combat deployments directly into the roadmap.
- Spearheaded the public launch campaign and product Go-To-Market (GTM) strategy for the world's first drone-based Counter-UAS swarm system. Represented Alpine Eagle at major defense conferences, strengthening market positioning by communicating strategic vision to institutional stakeholders in top-tier outlets.
- Built deep market intelligence on C-UAS threats, procurement behavior, and layered air defense integration across NATO and partner nations, with a focus on FPV swarms, long-range ISR, and GNSS-denied operations, utilizing this data to prioritize territory campaigns.

DeltaQuad - Fixed Wing VTOL UAVs

Business Development & Project Management

2022 - 2025

- Drove technical B2G sales and project management for DeltaQuad Pro and supported the global launch of the Evo VTOL platform across defense, government, and enterprise sectors, consistently outperforming sales targets. Led integration of complex UAV systems, including AI-enabled surveillance and munitions delivery payloads for defense ministry programs, acting as the primary technical liaison between customers and engineering teams.
- Spearheaded the commercial promotion of DeltaQuad's EO/IR, aerial reconnaissance, and geospatial intelligence solutions to institutional audiences. Translated complex technical capabilities into accessible, high-impact commercial messaging to capture enterprise demand.
- Developed and maintained strong end-user relationships while leading a complex, multi-stage sales process, resulting in the successful deployments.
- Established core operational systems for the company, including ISO-aligned processes, customer support structures, after-sales renewal workflows, and customer training programs to sustain long-term platform adoption.

ASRock Europe - Motherboards and GPUs

Sales & Account Management

2021-2022

- Managed distributor relationships and competitive tender processes across 12+ European markets for enterprise motherboards and GPUs, driving sustained revenue growth. Rapidly promoted from Sales Assistant to Sales Representative on merits of performance, technical product expertise, and market insight.