

Christopher L. Blair

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🔧 Professional Summary

Dynamic and results-driven business development leader with 15+ years of experience driving sales growth, channel development, and technical adoption across UAV, geospatial, hydrogen fuel cell, and aerospace sectors. Proven expertise in consultative sales, technical training, and strategic partnerships. FAA Part 107 certified with deep knowledge of GNSS, LiDAR, INS, and hydrogen-powered UAV systems. Adept at translating complex technologies into actionable solutions for clients across energy, utilities, construction, and defense.

🏆 Core Competencies

- UAV & Hydrogen Fuel Cell Systems
- GNSS, LiDAR, INS, and 3D Mapping
- Channel & OEM Sales Strategy
- Technical Sales & Product Demos
- GIS & Remote Sensing (ArcGIS Pro, Online)
- CRM Tools (Salesforce, HubSpot)
- Project Management & Cross-Functional Leadership
- FAA Part 107 Certified Remote Pilot

👛 Professional Experience

CHC Navigation — *New Business Development / Technical Sales*

📍 June 2024 – Present

- Developed and expanded North American dealer network for GNSS, IMU, UAV, and LiDAR solutions.
- Created regional sales plans and exceeded quotas through strategic channel partnerships.
- Led business development efforts, opening new verticals and distribution channels.
- Collaborated with global BDMs to onboard new accounts and drive revenue growth.
- Analyzed market trends to identify emerging opportunities in autonomous navigation and surveying.

Doosan Mobility Innovation — *Business Development & Channel Manager*

📍 Sept 2022 – Dec 2023

- Spearheaded hydrogen UAV pilot projects with major energy R&D firms and UAV OEMs.
- Secured contracts with Piasecki Aircraft and other aerospace leaders for H2 propulsion testing.
- Trained OEMs and dealers on hydrogen UAV systems and refueling infrastructure.

- Coordinated with Korean engineering teams on product development and technical support.
- Represented Doosan at key industry conferences and trade shows across the U.S.

Bramco – GeoPositioning Division — *Geo-Positioning Specialist / UAV Pilot*

📍 Mar 2018 – Oct 2021

- Delivered high-precision UAV mapping services and client training for 3D modeling.
- Provided consultative support to clients across construction, mining, and infrastructure sectors.
- Captured and relayed customer feedback to influence product improvements.
- Identified niche market opportunities through data-driven insights and customer engagement.

GeoSLAM — *Sales Engineer / Customer Success*

📍 Jan 2016 – Mar 2018

- Supported NAFTA channel managers with technical sales of LiDAR mapping solutions.
- Delivered product demos, technical specs, and pre-sales support to clients and partners.
- Represented GeoSLAM at trade shows and industry events to drive brand awareness.
- Maintained CRM compliance and tracked sales activities in Salesforce.

Trimble Navigation Limited — *Regional & NAFTA Channel Sales Manager*

📍 Apr 2013 – Jan 2016

- Managed GIS/GPS product rollouts and pricing strategies across North America.
- Built and trained a high-performing distributor network to expand market reach.
- Drove enterprise software and hardware adoption across multiple verticals.
- Participated in Trimble Dimensions and other key industry events.

GeoJobe GIS Consulting — *GIS Consultant*

📍 2009 – 2012


- Delivered GIS/GPS solutions to clients in government, utilities, and emergency services.
- Conducted product demos, negotiated contracts, and closed high-value deals.
- Collaborated with marketing and technical teams to ensure successful implementations.

MapSync Inc. (CDP Engineers) — *Sales Representative (GIS/GPS)*


📍 2006 – 2008

- Developed growth strategies targeting local government and utility sectors.
- Built strong relationships with key decision-makers and industry influencers.
- Promoted GIS/GPS solutions through trade shows, associations, and direct outreach.

HR Smith Group (UK) — *Business Development Manager (North America)*

 1999 – 2002

- Doubled North American revenue in two years through strategic aerospace accounts.
- Secured OEM contracts with Bombardier and Winslow Life Raft Co.
- Expanded aftermarket sales with major airlines including Southwest.

 Education

Bachelor of Science – Management & Information Technology

East Tennessee State University

Graduate Certificate – Geographical Information Systems (GIS)

University of Denver

 Certifications

- FAA Part 107 Remote Pilot Certificate
- GIS Graduate Certificate – University of Denver