



Title: Drone Subject Matter Expert (SME)

Location: REMOTE

Employment Type: Full-time

ATP Gov is seeking a highly skilled and knowledgeable Drone Subject Matter Expert (SME) to join our growing Drone Division. This role will serve as a technical authority on Unmanned Autonomous Systems (UAS) across air, ground, and maritime platforms. The SME will collaborate closely with both sales and engineering teams to design, position, and deliver tailored drone solutions that align with customer mission requirements.

The ideal candidate combines deep technical expertise with customer-facing experience, enabling them to translate complex system capabilities into effective, real-world solutions for government and public safety clients.

Key Responsibilities:

- Serve as the engineering and technology lead for all unmanned systems, including:
 - Unmanned Aerial Systems (UAS/drones)
 - Unmanned Ground Vehicles (UGVs)
 - Unmanned Surface and Underwater Vehicles (USVs/UUVs)
- Own the technical strategy and architecture for ATP Gov's drone solutions portfolio
- Lead evaluation, selection, and integration of new unmanned technologies, platforms, and payloads
- Partner with sales teams to:
 - Engage customers and assess operational requirements
 - Design and recommend tailored solutions based on mission needs
 - Deliver technical briefings, demonstrations, and presentations
- Act as the primary technical authority during customer engagements, ensuring solutions meet performance, compliance, and mission criteria
- Stay current on:
 - Emerging trends and innovations in autonomous systems and robotics
 - Regulatory requirements (FAA, DoD, DHS, etc.)
 - Public safety and defense operational needs
- Support development of:
 - Technical proposals and RFP responses
 - Solution documentation and system specifications
 - Research papers documenting technology and CONOPS observed globally

- Participate in field demonstrations, pilot programs, and deployment support
- Manage technical relationships with vendors and partners to expand ATP Gov's UAS ecosystem

Qualifications:

Required:

- Deep knowledge of Unmanned Autonomous Systems, including multi-domain platforms (air, land, and water)
- Experience supporting government, defense, or public safety customers
- Strong understanding of drone hardware, software, sensors, payloads, and communications systems
- Ability to translate technical capabilities into customer-focused solutions
- Excellent communication and presentation skills
- Ability to work cross-functionally with sales, engineering, and leadership teams
- Ability to travel for up to 2 weeks at a time internationally
- Ability to lift/carry 50lbs in poor weather and outdoor conditions
- Willing to work extended hours in an exercise environment

Preferred:

- Prior military experience (especially in ISR, UAS operations, robotics, or related fields)
- Experience with mission planning, autonomy software, or command-and-control systems
- Familiarity with compliance standards and regulatory frameworks (FAA Part 107, NDAA, Blue UAS, etc.)
- Hands-on experience operating or deploying unmanned systems in real-world environments

Key Skills & Competencies:

- Technical expertise in autonomous systems and robotics
- Solution-oriented mindset with strong problem-solving abilities
- Customer engagement and consultative selling approach
- Ability to manage multiple priorities in a fast-paced environment
- Strategic thinking combined with tactical execution
- Deep research skills

Additional Details:

Compensation includes a base salary, commission, and benefits (PTO, 401(K), Health Insurance). ATP Gov is an Equal Opportunity Employer.

At ATP Gov, you'll join a mission-driven organization dedicated to supporting federal agencies with secure, reliable, and forward-thinking technology solutions. This role offers the opportunity to partner closely with executive leadership, influence sales strategy, and build scalable operations that directly support national missions.

SEND APPLICATIONS TO: Careers@atpgov.com