

Business Development Lead

Part-time, Remote

Who We Are

Join the team that makes sensor data make sense.

Main Street Autonomy (mainstreetautonomy.com) makes reliable and scalable automatic sensor calibration and perception-based localization software. We partner with robotics and autonomous vehicle companies shaping the future of AI-powered systems. With unmatched technical depth and responsive support, we help customers protect product performance and accelerate innovation, so they can focus on building what's next.

We're looking for a junior engineer to work directly with our Chief Business Officer engaging current and prospective customers. Our customers are roboticists, and our sales and marketing process is technical. Strong candidates will come in with an understanding of the product: calibration (intrinsic, extrinsic, time offsets), localization (odometry, lidar/camera alignment), and sensor fusion (motion- and time-corrected data).

What You'll Do

- Learn the product, plus the pain points that prompt our customers to buy vs build.
- Research companies building autonomous systems, and identify the decision makers.
- Compose and execute outreach messaging that engineers will want to receive and will actually respond to.
- Contribute to continuous improvement of our go-to-market strategy and processes.

What You Bring

- Currently pursuing MS or PhD (or recent grad) in robotics, computer science, electrical engineering, or similar field.
- Meaningful hands-on robotics experience; you must have calibrated a camera with checkerboards.
- Outstanding written and verbal communication skills for engaging a technical audience.
- Experience working independently and managing your own workload.
- Ethically-sound decision making. We are honest about what we can deliver and obsessed with doing it right.

More About the Role

- Approximately 10 hours/week, with hourly pay plus commissions
- Fully remote, US-based only; must be authorized to work in the US
- Bring your own computer
- No travel required, but you may have opportunities for optional travel to join us at conferences
- Potential for a full-time role after graduation

Why You'll Love Working Here

- You'll work with businesses that are global leaders in autonomy.
- You'll get the speed and ownership of a startup, paired with the financial flexibility and stability of a bigger company. We are profitable!
- You'll make an impact each day, and you'll grow as our business grows.
- You'll enjoy a supportive team environment. We bring humor and humanity to our work, because we know that joy and productivity go hand in hand.

What to expect from the interview process

We commit to an efficient, transparent interview experience. We move through this entire process in days and weeks, not months. Here's the typical flow:

- Introductory chat with our Chief Business Officer. Google Meet, 30 minutes.
- Technical interview with one of our engineers. Google Meet, 30 minutes.
- Culture and skills conversation with a partner. Google Meet or in-person, 30 minutes.
- Reference checks. We'll reach out to 2-3 references that you provide.
- Offer!