

## SALES MANAGER LATAM

**Toulouse, Los Angeles ou Buenos Aires, full time**

### Delair-Tech

Delair-Tech is a world leader in professional UAVs and data solutions for Industries, Ag, Geospatial and Security. Its solutions revolutionize the way industries work with aerial digital data.

So far with customers in more than 80 countries, Delair-Tech's growth and expansion has been phenomenal.

By joining Delair-Tech, you will do much more than just participate to the development of worldwide industrial drone solutions. You'll help many industrial companies make strategic decisions based on reliable & cost-efficient data.

Imagine a job you can enjoy while having an impact on a brand-new market. You can make a difference every single day as you develop and implement your ideas as part of a brilliant, cutting-edge company!

It is in technical excellence and perpetual innovation process that we recognize ourselves.

This is why we encourage innovative ideas and incent our teams to develop their creativity.

As a young, energetic and highly motivated team, we work in a stimulating and pleasant working environment. Dedication and innovation are rewarding and rewarded, giving you a unique opportunity to gain valuable and challenging experience in a rapidly growing business with passionate and easy-going enthusiastic people.

### Job description

Reporting to the Sales Director, you will join Delair-Tech to strengthen the Sales team and focus on maximizing the growth of Delair-Tech business in Latin America.

You will be in charge of the commercial development and sales of our products and services, in countries defined with the Sales Director.

### Your missions

- Responsible of the development and implementation of Delair-Tech's sales strategy in the regions you oversee;
- Business development and lead acquisition: continuous research for new prospects through your network of contacts;
- Day to day sales operations by introducing to customers, developing financial and technical proposals and negotiating agreements;
- Generation of upsell through close customer follow-up and loyalty analysis;
- Participation in the elaboration of new offers and in the continuous improvement of the Sales Kit;
- Constant feedback on your country market evolution incl. main sectors evolution (ex : Oil & Gas, Transportation infrastructure, mining, ...) conducting to maintain a precise prospects list per sector.
- Identification and analysis of the competition. You realize a regular technology watch;
- Regular reporting of the sales activities and use of all Delair-Tech processes;
- Active participation in the organization of international exhibitions.

## The Profile

We are looking for someone having demonstrated a strong successful sales experience with concrete achievements in the LATAM region, and familiar with any key environment for our activity and/or application (for example: aerial, satellite imagery, surveying, surveillance, agriculture, mining, utilities or oil&gas). Knowledge about UAVs industry would be appreciated.

Since the job involves intercultural business relationships, we will take into account international professional experiences with a particular interest in the region we are targeting.

### ATTRIBUTES

- Dynamic: You're energetic, highly motivated and able to work in a demanding environment
- Quick learner: Capable to understand the systems and our offer within few weeks
- Autonomous: You're a team player and are also able to work individually on your own projects
- Empathic person: Capable to understand the client's needs, gain their trust and convinced them to buy
- Result-driven: Capable to articulate goals and established timelines
- Capable to express yourself in different languages in a clear and direct way
- Creative and reactive: Capable to solve problems and possess an appropriate sense of urgency
- Technology oriented: Enjoy working in a highly technical environment, engineering skills would be appreciated
- Persistent for the purpose of succeeding. It's all about winning the deal!

### QUALIFICATION AND SKILLS

- Education Level: Ideally post graduate with a sales/marketing degree
- 5 years minimum experience in sales.
- Languages: Spanish and English : Fluent / Portuguese : recommended
- Excellent verbal and written communication skills
- Technical knowledge: Interest in the innovation, technical environment and drone industry or remote data acquisition (aerial, satellite, others)

