

CHANNEL SALES MANAGER CHINA

Singapore/China, full time

Delair

Delair 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's growth and expansion has been phenomenal.

By joining Delair, 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 pioneering 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

Specialized in Geospatial & Construction activities, you will join Delair to strengthen the Sales team and focus on maximizing the growth of Delair business. In that perspective, your role will be to develop & manage broad and deep alliances with Delair's network of distributors, starting with Trimble's distribution network already in place. Your region will cover China, Japan, South-Korea, Mongolia & Taiwan

Your missions

- Manage the relationship with all distributors in your region - inspire and influence them to partner with Delair in reselling Delair products and services;
- Develop shared Go To Market plans with key distributors – including go-to-market strategies, requirements and revenue expectations - collaborating with other functions within Delair;
- Manage revenue targets, marketing campaigns and field engagement with all distributors and maintain the corresponding distributor's scorecard;
- Arrange and conduct distributor's sales and technical training to educate, motivate and engage distributor's sales and technical teams;
- Create visibility and traction for Delair within all levels of the distributor's organization;
- Drive and engage Sales teams to work on and in coordination with distributors. Manage potential channel conflict with other sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement;
- Act as a coordination point and main driver for joint sales activities between Delair and Distributors;
- Act as a coordination point and main driver for joint implementation and support activities;
- Generation of upsell through close distributor's sales activities follow-up;

- Constant feedback on your countries market evolution and customer needs incl. main sectors evolution (ex: Geospatial, Transportation infrastructure, mining, ...);
- Identification and analysis of the competition. You realize a regular technology watch;
- Pro-actively identify and recruit new key strategic resellers;
- Active participation in the organization of international exhibitions;
- Participation in the elaboration & continuous improvement of all distributors Sales materials & tools;
- Regular reporting of the sales activities.

The Profile

We are looking for someone having demonstrated a strong successful management of a network of distributors - especially in the Chinese market - with concrete achievements ideally in a high-tech environment or familiar with any key environment for our activity and/or application and especially Geospatial and Construction/Mining. 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.

Your capacity to motivate and influence key contacts and decision makers is also a strong need for this position.

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 a 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 distributors and client's needs, gain their trust and convince them to buy
- Result-driven: Capable to articulate goals and establish timelines
- 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 channel sales. International experience will be strongly appreciated.
- Languages: English and Chinese : Fluent
- Technical knowledge: Interest in the innovation, technical environment and drone industry or remote data acquisition (aerial, satellite, others)
- Business trips: you are able to travel at least 50% of the time

