

## SALES SUPPORT MANAGER

**Toulouse, CDI, full time, Starting date: ASAP**

### 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

Reporting to the VP Sales, the Sales Support Manager will join Delair to focus on the efficiency of our direct and indirect sales organization. He/She is also plays also an active role in the management of key specific sales opportunities (tenders, complex sales situations).

He/she will be in charge all Sales tools, processes & support as well as to define and coordinate concrete global sales actions.

### Your missions

The Sales Support Manager will support all Direct Sales Managers and Channel Sales Managers in achieving their revenue goals and providing an outstanding sales experience to our customers.

The main tasks will be:

- Creation, management & update of the sales tools - incl. pricing - and documentation in coordination with product managers & the marketing communication team.
- Management of the information flow for products/solutions & sales processes.
- Assist sales managers and channel sales managers with operational sales support incl. quotes, sales documentation, tender preparation in particular for complex sales situation (complex pricing, dimensioning).
- Responsible of the training of the sales managers (technical, product, tools, marketing, ...).
- Tender sourcing & answer with the sales manager. i.e. in charge of the quality of each answer to a tender submitted by Delair.

- In charge of the post sales activities coordination incl. customer success activities (cross-selling & customer satisfaction).
- Responsible of the reliability of the customer related information included in the CRM by the sales team, and in charge of generating regular sales KPI reports.
- Active participation in the organization of international exhibitions

## The Profile

We are looking for someone having demonstrated a strong successful sales and sales-support experience with concrete achievements, ideally in a high-tech environment or familiar with any key environment for our activity and/or application.

Since the job involves intercultural business relationships, we will take into account international professional experiences.

## 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 sales managers & client's needs, gain their trust and work with them toward a better sales experience
- Result-driven: Capable to articulate goals and stablished timelines
- Capable to express himself/herself in different languages in a clear and direct way
- Creative and reactive: Capable to build new documentation/processes from scratch, to solve problems and possess an appropriate sense of urgency
- Technology oriented: Enjoy working in a highly technical environment
- Good work ethics

## QUALIFICATION AND SKILLS

- Education Level: Post graduate with a sales/marketing degree.
- A significant experience in sales-support management.
- English: Fluent.
- Excellent verbal and written communication skills.

