

# ENTERPRISE SALES MANAGER, AGRICULTURE

Toulouse or Paris, full time

## Delair

Delair is one of the world's most experienced provider of drone-based solutions combining its high performance, long range UAV hardware with sophisticated AI-based analytics technology and professional services. We enable enterprises to monitor and digitize their physical assets from the air and turn the collected data into valuable business insights. Our solutions are used globally by customers in industries such as utilities, construction, agriculture, transportation, mining and oil & gas. By joining Delair, you will participate in what is broadly recognized as the biggest technological paradigm shift of our generation: the digitization of the physical world. The combination of drones, Cloud-based services, AI (Artificial Intelligence) and Machine Learning, makes Delair a pioneer and leader in shaping tomorrow's technology landscape. It is in technical excellence and perpetual innovation 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 easygoing enthusiastic people.

## Job description

Reporting to the VP of Direct Sales, you will join Delair to engage with large Ag companies, mostly in the Seed Industry for their Research and Production activities, to support their digital transformation strategy through the use of UAVs and data processing solutions. In that perspective, your role will be to develop & manage relationships with large accounts in the agriculture industry. Your region will cover the whole World.

## Your missions

- Definition & execution of Delair sales strategy in Agriculture;
- Business development and lead acquisition: continuous research for new prospects through your network of contact and via internet, telephone and social networks;
- Day to day sales operations by presenting to customers, developing financial and technical proposals and negotiating agreements;
- Generation of upsell through a close customer follow-up and loyalty analysis;
- Constant feedback on the market evolution in your area incl. main sectors evolution (ex : use of ERP among Seed companies, use of satellite data by cooperatives, etc.) conducting to maintain a precise prospects list per sector;
- Identification and analysis of the competition;
- Regular reporting of the sales activities and use of all Delair 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 Agriculture industry, ideally in a high-tech environment or familiar with any key environment for our activity and/or application (for example: aerial, satellite imagery, sensors, agriculture). Knowledge about UAVs industry would be appreciated.

You have an established & reliable network of contacts within large agriculture companies.

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## 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 himself/herself 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 on key accounts.
- Languages: English: Fluent / Other languages will be appreciated (French/Spanish)
- Excellent verbal and written communication skills
- Technical knowledge: Interest in the innovation, technical environment and drone industry or remote data acquisition (aerial, satellite, others)
- You are able to travel at least 50% of the time

