

## BUSINESS DEVELOPMENT REPRESENTATIVE APAC

**APAC, full time, Starting date: ASAP, location: Singapore, Kuala Lumpur, Bangkok, Jakarta, Australia**

### 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 easy-going enthusiastic people.

### Job description

Specialized in Geospatial & Construction activities, you will join Delair as a Business Development Representative to act as the liaison between our Marketing and Sales teams. Your role is to help strengthen the Sales team by seeking out new business opportunities and developing relationships with potential customers. Ultimately you will help contribute to Delair's long-term business growth. Your region will be APAC.

### Your missions

You will be working closely with Marketing and Sales to help better understand Delair prospects where you will identify customer needs and match them to Delair's value proposition

You will be responsible for developing a sales pipeline by prospection and qualifying marketing generated leads. You will partner with Marketing to help better target prospects based on your experience. You will be responsible for handing over qualified leads to the Sales team while assisting in the transition process.

- Build pipeline by prospection: email, calls, campaigns;
- Qualify leads from marketing campaigns;
- Present Delair value proposition and solution to potential customers;
- Acutely identify needs and have the ability to suggest appropriate solutions;
- Build trusting relationships with prospects;
- Coordinate and set up meetings between prospective clients and Sales;
- Stay current on the Delair product and the value it provides to our customers.

## The Profile

We are looking for someone who likes interacting with others, you are someone who understands that our customers have problems they need solved. You are an effective communicator through any medium; phone, email or face-to-face. You're driven by goals and objectives and you are looking to grow your sales career.

Since the job involves intercultural business relationships, we will take into account international professional experiences with a particular interest to 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 a few weeks
- Autonomous: You're a team player and are also able to work individually on your own projects
- Empathy: Capable to understand the distributors and client's needs, gain their trust and convince them to buy
- Result-driven: Capable to articulate goals and established 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
- Previous experience in a business development or sales development role. International experience and interest in the geospatial industry will be strongly appreciated.
- Experience with sales techniques; cold calling, targeted emailing
- Experience with CRM software (e.g. Salesforce)
- Languages: English: Fluent / Other languages will be appreciated (French / Asian language)

