

SALES OPERATIONS INTERN

Paris, full time, Internship, Starting date: ASAP

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 analytics technology and operational 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 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

Job description

Delair is looking for a polyvalent intern to support our sales team; you will be working with our Chief Revenue Officer. You will provide support to our worldwide sales team through reporting projects, data quality initiatives and general sales support tasks.

Your missions

- You will work closely with our Sales Operations lead and will be exposed to a wide range of activities, no one day is the same
- Improve our processes: map existing processes, provide and improve sales tools
- Produce and maintain business reports
- Support Salesforce.com with the help of our Salesforce consultant
- Assist in the planning and content of sales meetings; support the structure through providing business data
- Work with different teams within Delair: sales, product, marketing, finance, production

Requirements

- Pursuing bachelor's or master degree, preferably business focused
- Adaptability, curiosity and persistence with strong organizational skills
- Interest in the innovation, technical environment and drone industry or remote data acquisition (aerial, satellite, others)
- Experience with Salesforce.com and advanced knowledge of Excel a plus
- English: Fluent, French appreciated

What we value at Delair

- 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
- 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

