

## VP SALES 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

Reporting to the Chief Revenue Officer, you will join Delair to deploy our Strategy in APAC aiming at engaging with large companies, mostly in the agriculture industry as well as the mines & quarries / construction industry and at supporting their digital transformation strategy through the use of UAVs and data processing solutions.

### Your missions

- Definition & execution of Delair's sales strategy in APAC
- Management of a team of experienced sales managers and technical support:
- Set best practices for the regional sales teams, liaise with the CRO and help them achieve commercial objectives while focus on project delivery, talent development etc.
- Coach your sales teams to take up bigger responsibilities in the region and help them build a strong sense of profit driven deal making
- Business development and lead acquisition: continuous research for new prospects through your network of contact and via internet, telephone and social networks
- Customer Acquisition
- Constant feedback on the market evolution in your area in order to feed the product roadmap for the different verticals
- Discussions with Marketing in order to plan for communication and exhibitions events in the area
- Identification and analysis of the competition
- Regular reporting of the activities in APAC to the Chief Revenue Officer 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 our industries (agriculture, mines, quarries, construction), ideally in a high-tech environment or familiar with any key environment for our activity and/or application (for example: aerial, satellite imagery, sensors). Knowledge about UAVs industry would be appreciated.

The candidates must show strong skills in organization management and reporting in order to be the main point of contact between Delair HQ and the team in APAC.

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

### 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
- 8 years minimum experience in sales on key accounts.
- 2 years minimum experience in management/strategy
- Languages: English: Fluent / Other languages will be appreciated (French / any Asian language)
- 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

### MINDSET

- You can operate effectively at a fast-paced company and embrace change
- You're a self-starter
- Entrepreneur mindset; this role has an important possibility of evolution as we are also looking for someone who can later on take the responsibilities of a Branch Manager for the APAC region.

