

SALES MANAGER FOR SECURITY AND DEFENSE

Full time, Starting date: ASAP, Location: Labège (Toulouse area, France)

Delair

With over a decade of experience, Delair is the international leading provider of high performance drone-based solutions. It helps companies and governments to deploy UAV technology, execute technical studies and develop drone systems. Thanks to its team of professional pilots, engineers and a production chain entirely controlled to ensure product quality, several generations of professional field-proven drones – including the world's first commercially certified BVLOS drone – assisted industry and military. Already certified ARP-4761 & DO-178, Delair is a specialist in fixed-wing BVLOS drones headquartered in Toulouse which employs 40 People.

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 security or defense, you will join Delair as a Sales Manager focused on the security and defense market.

Your role is to help strengthen the Sales team by seeking out new business opportunities and developing relationships with customers and potential customers in order to achieve defined sales targets. Ultimately you will help contribute to Delair's long-term business growth.

Your mission

Reporting to the Sales Director, your main responsibilities will be:

- Participate actively in the definition of the commercial strategy of your vertical markets
- Business development and lead acquisition: continuous research for new prospects through your network of contacts and via internet, telephone and social networks
- Qualify leads from marketing campaigns
- Present Delair's value proposition and solutions to potential customers
- Thoroughly understand the and be able to communicate the application of drone technology in specific customer work flows
- Must be able to resolve concerns based on real world experience in applied technologies
- Accurately identify needs and possess the ability to recommend appropriate solutions
- Build relationships of trust with customers and prospects
- Lead customer visits, meetings, and demos of Delair's solutions
- Day to day sales operations such as maintaining a CRM and developing financial and technical proposals
- Present to customers and negotiate partnership and purchase agreements
- Active participation in the organization of and promotional activities at international exhibitions
- Constantly provide constructive feedback on the market changes and customer needs

Your profile

We are looking for someone with successful sales experience demonstrated through concrete achievements in relevant markets. The ideal candidate will have 5 years of sales experience in those markets. Experience in these sectors in the Middle East and Africa is preferred. A hybrid technical/commercial background is ideal.

ATTRIBUTES

- Dynamic: You're energetic, highly motivated and able to work in a demanding environment
- Quick learner: Capable of understanding 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 of understanding the client's needs, gain their trust and convince them to buy
- Result-driven: Capable of articulating goals and established timelines
- Excellent verbal and written communication skills
- Creative and reactive: Capable of solving problems and possess an appropriate sense of urgency
- Technology oriented: Enjoy working in a highly technical environment, engineering skills would be appreciated
- Persistent with the goal of succeeding. It's all about winning the deal!

QUALIFICATION AND SKILLS

- Education Level: Ideally post graduate
- Experience and established network in the field of security
- 5 years minimum experience in sales
- Languages: English: fluent / French: Fluent

