

Job Title:	Sales Manager	Duration:	Indefinite
Location:	Toulouse or Paris	Position:	Employee
Applications Accepted By			
E-MAIL: contact@delair-tech.com Subject Line: Sales Manager Please include your cover letter, LinkedIn profile link, and CV when sending your application.			
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <p>As a Sales Manager at Delair-Tech, you will have an opportunity to contribute to the fast growth of a hi-tech start-up with global ambitions and potential. This role is about gaining new clients for Delair-Tech.</p> <p>Your mission will put you in contact with Worldwide UAV operators and industries to convince them about the benefits of using our solutions. You may witness people get more excited about your solution than what you think is reasonable or what you are used to. The business is Worldwide and your position will bring you to travel a lot to meet your leads, clients and even make demos of the solutions. After a 4 to 6 months training period, the Sales Manager can be sent, if needed and desired by the candidate, to open an office abroad (US, Asia, Australia)</p> <p>Our product is new and disruptive (though extremely simple to use), therefore it takes some patience and charisma to explain how it can deeply impact the performance of our customers. It will be challenging. Yet through commitment, attention to details and proper communication with Delair-Tech, you will feel the exhilaration of offering a one-of-a-kind and revolutionary product and contribute to making it a must-have solutions of all UAV players and industries !</p> <p>Pre-requisites:</p> <ul style="list-style-type: none"> - a first successful experience (a minimum of 2 years — more is welcome!) in selling products or services - fluency in English (including good writing skills) - excellent writing and speaking skills - a result-driven mindset (which includes, of course, a no-excuse attitude) - the strong belief that selling is more science than art: healthy values, good work ethics and a proper sense of organization go a longer way than being a good talker. No one likes a talker, yet everyone likes to work with a reliable professional. - a low-key approach to sales: we would expect you to listen more and talk less when sitting with a client; and to surprise them by not being the typical (and sometimes pushy) sales rep they might expect. <p>We expect the Sales Manager to be willing to bring new ideas to the team and to the company to increase our value for the customers!</p> <p>ABOUT DELAIR-TECH</p> <p>Delair-Tech was founded in 2011 and is a young and rapidly growing civilian UAV manufacturer located in Toulouse, France. With a 700+ square meter facility, over 30 dynamic employees, the capacity to produce over 100 UAVs per year, and certification for BLOS flights from the DGAC, Delair-Tech is already making waves in the relatively young civil UAV industry. Delair-Tech is entering a new era with the commercialization of its systems in 25 different countries to become the leader of a growing market with offices in Toulouse, Paris and Mexico.</p>			