



DJI GmbH Recruitment 2017

Position 13.: Sales Specialist

We are an innovative technology business currently undergoing massive global expansion. Currently operations span North America, Europe and Asia and our revolutionary products have reached customers in more than 100 countries, for a broad range of industry applications. We are now looking to expand our Sales and Marketing Team focused on the European market within our global consumer business segment.

Reporting line:

Regional EU Regional Leader (dotted line); HQ Consumer Sales Director (solid line);

Responsibilities:

The Consumer Sales Specialist will be part of the international team that creates the future of Unmanned Aviation System and is expected to setup and manage the Authorized Retail Stores within the Europe region for the consumer sector, build up and maintain a strong network, manage sales operations, and drive sales growth. This position will work together with regional and global marketing team to carry out sales and marketing activities for consumer customers and will work with channel marketing team to provide the best possible customer experience. This position requires a strong and visionary leader who also has the knowledge, expertise and experience to build a team from the ground up. This includes setting up KPIs / targets, processes, a solid funnel and customer base across Europe, Middle East and Africa.

Essential Functions:

- Drive sales of consumer sector in Europe through all the retail stores .
- Identify and implement expansion and growth plans
- Set up and manage sales operation, logistic, finance procedures
- Align closely with sales team at HQ to drive results;
- Work closely with marketing, solution, training and technical team to expand customer base across the region;

Competencies:

- Strong will and capability to drive sales in an innovative and challenging industry;
- Sufficient knowledge and resources in commercial applications of drones in certain sectors;
- Ability to cold call and prospect and research new sales opportunities and dealers
- Experience managing a CRM
- Strong business acumen
- Effective multi-tasker
- Proven track record of sales excellence
- Superior presentation development, presentation and delivery skills required
- Ability to work with a wide range of people at all decision making levels
- Results oriented
- Strong work ethic and strong team player
- Proficient in Microsoft Office applications (PowerPoint, Excel, Word, Outlook)
- Languages: English and German necessary, additional languages a plus (French, Spanish, Italian, Arabic, Russian, Dutch or Chinese preferable)

Travel:

50% travel, must have driver's license and ability to acquire international visas.

Education and Experience:

- Bachelor degree required, Master or MBA preferred
- Minimum 4 years' experience in similar field

This role will be based in Frankfurt, Germany