

Location: Abu Dhabi, United Arab Emirates

Position: Product / Application Sales Engineers

Position Summary:

Aeromotus Enterprise Drone Solutions invites talented individuals to join our team of Product Sales Engineers to drive new sales by developing new customer accounts in all industry sectors with Enterprise Drones, Software, Services, Trainings, and other business solutions. You will help grow the company's market share of assigned brands within your region. Successful candidates shall thrive in a fast-paced environment, are self-motivated and will ideally have field / outdoor sales experience.

Day to Day Responsibilities and Expectations:

- Responsible for selling Aeromotus' s enterprise drone solutions that includes drones, hardware & software, trainings focused on use cases/ applications such as Geospatial, Aerial Photogrammetry, Aerial Survey and Mapping, Aerial Inspections, Construction/ Site Progress Monitoring, 2D/ 3D mapping, and modeling solutions into the new customer accounts.
- Generate, Qualify, follow up and close the deals with Customers that may include Government Departments, Consultants, Contractors, Service Providers.
- Ability to use social media and other required channels to develop and engage prospective customers. means to engage prospects.
- Prepare the required sales proposals, quotations, and campaigns to close the deals.
- Follow, maintain, and monitor their sales and business plan and improvise the actions wherever required and applicable to prospect for net new business opportunities and drive sales in assigned territory to exceed quota.
- Engage and develop relationships at various levels within customer organizations including their decision makers, managers, engineers with target accounts through use of direct sales techniques like field visits, regular follow meetings, product demos (on site/ virtual) and conduct virtual meetings.
- Maintain, manage, and update the Sales Pipeline and forecast by effectively following sales process and managing all opportunities in CRM.
- Promote our value proposition to prospective customers by proposing and providing the technical solutions to help the customer's meet or exceed business objectives.
- Always maintain and keep self-updated with the thorough product/ application knowledge, business needs, software solutions, commercial offerings and more.

Expected Qualifications/ Experience:

- Self-starter, driven and accountable.
- Preferred Bachelor's degree in Engineering or similar technical educational degree.
- Previous work experience in field sales, technical/ application, and technology-based product/ solutions
- Experience in promoting or selling Enterprise Drones, Surveying, Mapping or GIS is a plus.
- Familiarity with Aerial Imaging or Photogrammetry or similar unmanned technology is a plus.
- Familiarity with Customers and Projects in AEC (Architecture, Engineering and Construction) Industry is a plus.
- Proven ability to manage multiple initiatives and coordinate activities.
- Excellent Proficiency and command in English (vocal and written)
- Proficiency in Other languages are plus.
- Ability to discuss product values, positioning, differentiation, and highlights and to showcase the product through demos, videos, and events.
- Possess cross functional and collaboration skills with various departments.

What We Offer:

- Opportunity to work and be a part of our growing team and culture.
- An exciting and prospering career opportunity as an integral part of a company centered on Enterprise Drone Solutions
- Competitive Salary and benefits.
- A supportive and collaborative environment.
- Other Motivations benefits like target-based compensations.

Who We Are:

Aeromotus is a UAE based company fully focused in providing Enterprise Drone based Solutions to Customers, Projects and Business in the United Arab Emirates, Middle East, and Africa. We have an ambitious strive to expand our presence more strategically in new markets and to take steps in enhancing existing markets with new business strategies. We aim to provide innovation solutions to advance the world's infrastructure with sustainability while enhancing their productivity, efficiency and reducing costs. Our industry-leading commercial drone solutions are used by organizations of every size, for their different business use case and applications.