

Job title	<i>Sales Manager</i>
Start date	<i>August 2015</i>
Location	<i>Sheffield UK</i>



Company Overview

We are a new start up, dedicated to the professional drone industry, who have recently received funding to expand the team and grow the business.

We don't take ourselves too seriously but know what is required to make and grow a great company. We want people who are willing to get stuck in at all costs and work hard, but be rest assured, we are a young company with huge ambitions who like to have fun at the same time.

Duties and responsibilities

As the Sales Manager your responsibilities will include:

- Work closely with marketing executive to deliver strategies, analyses conversion rates and grow sales
- Create a sales strategy focused on producing monthly recurring revenue and accruing new business
- Construct, forecast and manage your sales pipeline via a CRM system

- Develop strong relationships with key clients
- Create reliable forecasts

Experience

Experience include:

- Bachelor degree and/or 3+ industry experience
- Fluent in at least one other language (additional languages are a bonus)
- Experience creating and delivering sales strategies with high success rate
- Confident with strong communication skills
- Creative/critical thinker
- Self-motivated and hard working

Additional Information

- Be one of the first employees in a new start up with the chance to grow with us
- Fun and vibrant company
- Free drinks & snacks and Friday lunches
- Opportunity to fly drones and be creative

Job Purpose

Being an online media business, the Sales Manager role serves the purpose of working closely with the Marketing Executive to create and execute sales strategy to increase existing business and drive new business through Airstoc.

If the job is of interest, please send in your CV and Cover Letter to hello@airstoc.com