

## Job: Outside UAV Sales

### WHAT YOU'LL BE DOING

An Outside Sales Representative meets with customers in person to identify their needs and close sales deals. Their main duties include traveling to assigned territories to meet with potential and current customers, negotiating sales contracts and telling clients about new products, updates and features.

### RESPONSIBILITIES

- Identify and establish contact with potential customers.
- A friendly and energetic personality with customer service focus
- "Go the extra mile" to drive sales
- Schedule and perform product demonstrations with potential customers.
- Develop and maintain relationships with existing customers.
- Attend industry trade shows to identify potential sales leads and make meaningful contact with existing customers.
- Follow industry trends to identify new opportunities for potential sales.
- Recommend marketing strategies to target a specific region or demographic.
- Generate and submit sales reports to management.
- Shipping units properly packing with proper packing material and labels.

### WHAT WE NEED FROM YOU

- **Position:** Part Time / Commission
- **Age:** You must be at least 18 years of age.
- **Education:** Highschool Diploma or High Education
- **Qualification:** FAA Part 107 Remote Pilot License (Not required for hiring but required for position)
- **Dress Code:** You will be provided company shirts that must be worn when working. Shorts & Pants are allowed, colors allowed are: Black, Tan, Khaki, Navy, Gray, Woodland Green.
- **Base Working Hours:** 9:00 AM – 1:00 PM | Monday through Friday. Up to 20 Hours per week.
- **Sick Days Allowance:** 3
- **Vacation Days:** 5
- **Location:** 333 N Falkenburg Rd, B212, Tampa, FL, 33619
- **Lunch:** No
- **Functioning Vehicle Required** – Yes

## **QUALIFICATIONS**

- Firm technical knowledge of UAV Systems and system applications
- Proven work experience as a Retail Sales associate, Sales representative or similar role
- Basic understanding of sales principles and customer service practices
- Impeccable interpersonal communication skills
- Thorough understanding of the industry and industry trends
- Familiarity with marketing strategies and consumer psychology
- Proficiency with the word processing, spreadsheet and presentation software
- Ability and willingness to travel for trade shows, demonstrations, and client meetings

## **TRAINING PROVIDED**

- FAA Part 107 sUAS License Training
- UAV Component & Systems Training
- PX4 UAS Training
- DJI UAS Training
- UAV Software Training