

Sales Executive

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Company: Defy Aerospace

Location: mumbai

Category: other-general

Company Description Defy Aerospace is an aerospace company located in Mumbai. Established in 2021, we are dedicated to innovation, excellence, and social responsibility. Our milestones include pioneering logistics drones, setting up a DGCA-approved drone training school, and being recognized as a Top 50 tech startup by YourStory in 2021. With a commitment to Drones for Humanity, we aim to create a sustainable future through advanced aerospace solutions.

Role Description This is a full-time on-site role for a Sales Executive. The Sales Executive will be responsible for day-to-day tasks related to sales, including prospecting, lead generation, conducting sales presentations, negotiating contracts, and maintaining customer relationships. The Sales Executive will collaborate with internal teams to ensure customer satisfaction and achieve sales targets.

Qualifications Proven experience in sales, preferably in the drone industry
Strong communication and negotiation skills
Ability to build and maintain customer relationships
Knowledge of aerospace products and services
Ability to work independently and as part of a team
Excellent organizational and time management skills
Bachelor's degree in Business, Marketing, or related field
Proficiency in CRM software
Fluency in English and Hindi

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