

Sales Lead

Job Title: Sales Lead

Location: Delhi NCR

Experience: 3-6 Years

Employment Type: Full Time

Industry: Aviation, Airport Systems & Technology

Job Summary

CorePeelers is seeking an experienced Sales Lead to lead strategic business development and revenue growth for its Airport Digital Solutions and Aviation Technology portfolio. The role will focus on developing new markets, building strategic relationships with airport operators, aviation authorities, and system integrators, and positioning CorePeelers as a key technology partner for airport digital transformation.

The Sales Lead will be responsible for defining the sales strategy, managing key accounts, driving large aviation programs, and expanding the company's presence across India and emerging aviation markets.

Key Responsibilities

1. Strategic Sales Leadership
 - Develop and execute the global sales strategy for CorePeelers' airport and aviation solutions.
 - Identify high-value opportunities across airport modernization programs, UTM initiatives, and smart airport projects.
 - Build and manage a robust sales pipeline and revenue forecast.
2. Business Development & Market Expansion
 - Establish relationships with airport operators, aviation authorities, ANSPs, consultants, and system integrators.
 - Expand the company's footprint in India, GCC, and other high-growth aviation markets.
 - Identify strategic partnerships with OEMs, airport planners, and technology providers.
3. Key Account & Stakeholder Management
 - Engage with C-level executives and decision-makers across airports and aviation organizations.
 - Position CorePeelers as a trusted technology partner for digital aviation infrastructure.
 - Lead negotiations and close high-value contracts.
4. Proposal & Bid Leadership
 - Lead RFP/RFI strategy and bid management for airport and aviation technology projects.
 - Work closely with engineering and product teams to develop compelling technical and commercial proposals.



5 Partnership & Ecosystem Development

- Build alliances with global aviation technology partners and integrators.
- Develop joint solutions and go-to-market strategies with partners.

6 Team Leadership

- Build and mentor the airport solutions sales team.
- Coordinate with product, engineering, and delivery teams to ensure successful project execution.

Required Qualifications

- Bachelor's degree in engineering, Aviation Management, or Business (MBA preferred).
- 10–12 years of experience in aviation, airport technology, aerospace systems, sales.
- Proven track record in winning large aviation or airport technology contracts.
- Strong network within airport operators, ANSPs, aviation regulators, or airport consultants.
- Experience managing complex government procurement processes and RFPs.

Key Competencies

- Strategic thinking and market development
- Executive-level relationship management
- Complex solution selling
- Partnership and alliance building
- Negotiation and contract management

Success Metrics

- Annual Target Achievement
- Revenue growth from airport and aviation programs
- Market expansion into new regions