



ALS Engineering - Sales Specialist

Are you a passionate and self-motivated individual, interested in advancing your career in a technology-driven company? *RIEGL USA* strives to deliver the best in class sales, training, support, and services to both current and new customers using *RIEGL'S* evolving LiDAR technologies in North America. Specifically, the United States, Canada, Mexico, and moving forward we will strive to grow our market share in Central America and the Caribbean.

It is our mission to support *RIEGL* worldwide in promoting, growing, and enhancing the global brand and positioning while providing high-quality customer service.

We believe in these core values: Leadership & Innovation, Unrivaled Technology, Customer Service, and Synergy – where together we can accomplish more.

RIEGL USA, located in Central Florida is experiencing rapid growth. To meet the demand for sales and service, *RIEGL USA* is looking for an **ALS Engineering - Sales Specialist**. ALS stands for Airborne Laser Scanning. This area focuses on products attached to planes and other aircraft. We're interested in dynamic individuals with a passion for LiDAR technology who want to grow their careers in a fast-paced technology environment.

We are searching for the right candidates who exemplify the following attributes:

- Energetic and Engaging
- Clear and Effective Communicator – both verbally and in written format
- Problem Solver with the ability to " Think Outside the Box"
- Team Player yet Willing to Take Ownership of their Job Responsibilities
- Reliable and Self-Confident

The **ALS Engineering - Sales Specialist** will support the Airborne LiDAR Division Manager with business development and sales activities along with providing demonstrations, training, and system integration/operations assistance. The ideal candidate will have a strong engineering background yet have a desire to engage customers in product demonstrations and sales. The products are sold via a collaborative relationship with our clients. The sales process requires our employees to be able to assess needs and then present product solutions. Having the technical understanding helps to communicate knowledge of the product as well as handle follow-up after the sale.

If you want to work for a company where effort is noticed, is rewarded, and helps to shape the future of a company, then look at *RIEGL USA*. Our culture is one in which we have high expectations for performance and look to train and develop our staff for success. Our company is small yet has benefits and rewards of



larger companies. You are not a number but a member of a team that is dedicated to providing top-shelf service to our clients.

Responsibilities include but are not limited to:

- Proactively follow up sales leads and opportunities promptly
- Prepare and present detailed technical responses to opportunity inquiries
- Generate and present pricing quotations to qualified leads
- Implement industry-standard sales tactics to generate new leads and opportunities via cold-calling, client relationship management; RFP searches; referrals; etc.
- Maintain up-to-date records of all sales activities using company toolsets, including Salesforce
- Prepare and present a weekly summary of all sales activities and required next actions to the company Sales organization
- Prepare and present webinars, podcasts, and informational videos in coordination with the ALS Division Manager and Marketing team for maintaining ongoing product visibility
- Assist the Marketing team with content generation for sales collateral materials to support the sales process, including product descriptions, application imagery examples, and marketing data sets
- Attend conferences/tradeshows/industry events to develop new relationships and sales opportunities
- Maintain an up-to-date awareness of ALS industry trends in technology, applications, and geospatial processes/activities
- Maintain regular communication with existing clients to ensure long-term client satisfaction
- Capture and communicate client feedback on customer's needs, product enhancement requests, priorities, and challenges to ensure continuous ALS product and service satisfaction
- Assist with the logistical coordination, operation, and processing support associated with product demonstrations
- Follow prescribed processes for internal and external communication/activities
- Assist with the development and evolution of internal operational procedures as required

REQUIREMENTS:

- Undergraduate degree in related field (eg. BSc); engineering or geospatial specialization preferred
- Proficient in using computer systems and software, including, but not limited to: Microsoft Office Suite, Salesforce, Adobe Suite, GIS applications, and web programming
- Experience with GPS surveying, GIS, remote sensing an asset
- Frequent travel required (trade shows, conferences, demos, client visits, customer support)

M/F/D/V

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