



ULS 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 a **ULS Engineering - Sales Specialist**. ULS stands for Unmanned Laser Scanning. This area focuses on products attached to drones and other remote-controlled devices. 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 **ULS Engineering - Sales Specialist** will support the Unmanned LiDAR Team 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:

- Communicate critical product issues to the manufacturer either directly or through the appropriate support channel.



- Assist ULS / UAS Segment Manager to evaluate, prioritize, respond, and follow up with all UAS/UAV/RiCOPTER and related segment product inquiries with accurate information, pricing, and quotations.
- Maintain correspondence, lead updates, opportunity management, fresh contact, and account information within Salesforce.
- Participate in a collaborative team effort to create content, edit, and finalize related segment product user manuals, safety, and flight training materials.
- Prepare training modules and conduct product training.
- Support all ULS customer flight training, test, integrations, and demo flights.
- Coordination of ULS integrated systems database (UAV model, boresight values, lever arm values, system configuration, etc.).
- Responsible for ULS LiDAR data management.
- Coordinate with ULS / UAS Segment Manager and Marketing Team to produce quality ULS images for marketing content.
- Attend Unmanned Systems and industry-related tradeshows, user meetings, and demonstrations and present materials/presentations.
- Coordinate efforts with the ULS / UAS Segment Manager and Sales and Marketing Director regarding, but not limited to, the FAA Requirements and other North American Requirements.

Requirements:

- Bachelor's Degree in Engineering; Mechanical, Aerospace, Robotics or Electrical discipline preferred or similar technical degree (GIS, Photogrammetry)
- Demonstrate proficiency in advanced mathematics
- Knowledge of and utilization of advanced excel and Word
- Proven successful problem-solving and critical thinking skills
- Excellent verbal, interpersonal, and organizational skills
- Must be able to maintain focus in deadline-driven environment and high-stress situations
- Must be willing to travel 25%-50%
- Must be able to fly in small airplanes/helicopters for data acquisition
- Have at least a basic understanding of LIDAR physics and technology

Preferred Requirements:

- CAD/Solidworks experience
- Technical writing skills
- Geomatics exposure
- Passion for computer, electronics, remote sensing, drones

M/F/D/V