

Position: 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. Our current market targets the United States, Canada, Mexico and moving forward we will strive to expand our market share in Central America and the Caribbean.

Our mission is 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 two **Engineering - Sales Specialists** focusing on both our Unmanned Laser Segment and Airborne Laser Segment. These areas focus on products attached to drones, remote-controlled devices, plane and helicopters. 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 **Engineering - Sales Specialist** will support the LiDAR Team with business development and sales activities along with providing demonstrations, trainings, 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 is one that 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.

Requirements:

- Bachelor's Degree in Engineering or similar technical (GIS, Photogrammetry) degree
- Experience or interest in Sales
- Ability to demonstrate a proficiency in advanced mathematics
- Knowledge of and utilization of advanced excel and Word
- 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

No relocation offered.

M/F/D/V