



## West Coast Sales Specialist

*RIEGL USA* is the North American office of *RIEGL* headquartered in Austria, delivering cutting edge technology in unmanned, airborne, mobile and terrestrial laser scanning solutions. From the initial purchase, to integration of the systems as well as training and support, *RIEGL USA* stands out as a leader in the industry. The key factor to *RIEGL USA*'s success is providing complete reliability and personal support to our customers.

We are experiencing constant growth. To meet the demand for services, we are looking for a **West Coast Sales Specialist**, working out of the Long Beach Office in Southern California. This position will primarily target the California market and may from time to time focus on markets in the western United States as well as Canada.

The **West Coast Sales Specialist** will be responsible for achieving sales objectives agreed upon in the sales forecast. The position will travel to conferences and trade shows as well as travel to the Orlando, FL Headquarter Office for Training and Sales meetings as needed. The position will conduct product demos both at the *RIEGL USA* Headquarters as well as at customer sites. Creating presentations for conferences, webinars, the podcast, and meetings will also be an expectation.

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 no further than *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 comparable 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:

- Assist new and existing customers and dealers by providing product and application training and job site demonstrations during the sales process
- Meet Sales goals and generate leads
- Increase market share through the development of laser scanning business in emerging markets with major focus on the West Coast of the United States and Canada
- Foster and leverage existing relationships with dealers, key accounts and industry contacts
- Develop and maintain a deep understanding of the region in all vertical segments
- Maintain a deep understanding of customer needs and requirements
- Assist in implementation of new products and features in the region
- Provide input on competitive products and activities
- Represent RIEGL in industry events and tradeshow



- Prepare periodic sales reports and forecasts

## Requirements

- BA/BS Degree in Business, Geomatic Engineering or another Engineering discipline with a strong technical aptitude
- sales experience in LiDAR or other technology fields; Geospatial experience, preferred.
- Must be based out of Southern California
- Must have achieved success in leading sales efforts to not only increase revenue but also expand market share footprint.
- Possess skills in developing and maintaining strong strategic relationships
- Proficient in computer systems and software, such as Microsoft Office Suite and Salesforce
- Interest in technology, particularly with common industry related software including Autodesk® AutoCAD®, Navisworks®, Revit®, Microstation®, 3DReshaper®, Cyclone®, ArcGIS®
- Demonstrate a strong consultative sales approach
- Possess a high level of personal drive and self-motivation
- Must have the ability to work independently as well as part of a team
- Demonstration of strong verbal, interpersonal and organizational skills
- Be able to travel extensively to meet demands of customers and management

**Please note there is no relocation offered for this position**

**If you are interested in applying to this position, please email [Employment@rieglusa.com](mailto:Employment@rieglusa.com)**

M/F/D/V