



## **LiDAR Salesperson**

Are you looking to work for a company that makes you feel like family? Are you proactive? Driven? Do you like to have fun while you work? Then we might be the company you need. *RIEGL* is an international company, and we are looking for the right person to join our *RIEGL* USA headquarters in Winter Garden, FL!

*RIEGL* delivers cutting edge technology in unmanned, airborne, mobile and terrestrial laser scanning solutions. Our core mission is to provide innovative, cutting-edge 3D LiDAR solutions and support to our international customer base. With LiDAR the possibilities are endless. With *RIEGL*, the possibilities are achievable.

We are experiencing constant growth and need more driven people like you!

### **You'll be a great fit if...**

We are looking for a LiDAR Salesperson with exceptional customer development skills for innovative, cutting-edge 3D LiDAR solutions. You have excellent communication skills and have the "Triple A" of soft skills: Adaptability, Attitude, and Aptitude.

### **What you get from us...**

*RIEGL* is proud to offer a generous benefits package:

- We pay 80% of health insurance premiums for our employees and their families; offer dental, vision and retirement savings plans
- We pay for long- and short-term disability, life insurance and accidental death
- Full Time employees are eligible for flex time options and competitive paid time off
- Engaging company culture that promotes creativity
- Headquarters that boasts a gym, sauna, putting green and lots of comfortable collaboration areas

### **You should apply if...**

- You have proven sales experience
- You're driven to speak to as many people as possible about our products
- You have had experience of researching, pitching, negotiation and closing
- You're very organized and can manage your time well
- Communication is your thing - you're great at listening and you're quite compelling over written forms
- You have an Undergraduate degree in related field; engineering or geospatial specialization preferred
- Have at least 3-5 years of B2B sales experience or equivalent
- Experience with GPS surveying, GIS, and remote sensing an asset
- Available for frequent travel, up to 50% of schedule (trade shows, demos, client visits, customer support)
- Well versed in latest technology platforms for communication and collaboration.
- Proficient in using computer systems and software, including but not limited to Microsoft Office Suite, Salesforce, Adobe Suite, GIS Application, Web programs

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

**If you are a fit for our company, please email us! [Employment@RIEGLUSA.com](mailto:Employment@RIEGLUSA.com)**



**RIEGL is proud to be an equal opportunity employer and we value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, disability status or any other classification protected by law.**