

## Job Title

Geospatial Solutions Specialist - Australasia

## Job Summary

The primary responsibility of the Solutions Specialist is to enable the distribution channel in bringing the newest Trimble Geospatial branded technologies to market. By coupling his/her solid understanding of the technology and the application of the technology to the surveying, mapping, and imaging domains, the Solutions Manager works to influence the distribution channel to invest and engage in selling Trimble products, as well as ensure the effective use and maximum benefit from the products.

Reporting to the APAC Application Manager and as part of a regional sales team, the Solutions Specialist executes the divisional “go to market” strategy for new technologies within the APAC region by providing training to distribution sales and technical support staff and supporting demonstrations to end-users. The Solutions Manager represents the highest level of technical knowledge available in the sales organization. His/her mission is to show the Distributor and the end user how the newest geospatial technologies can be applied to solve real world challenges and needs.

## Scope

The Solutions Specialist will report to the APAC Application Manager, and will work and interact with the APAC sales team. He/she will support a growing pool of regional distribution partners with a varied and broad portfolio base. The Solutions Specialist will focus on the entire geospatial product portfolio, and will give special attention to Trimble Imaging products.

First and foremost, the Solutions Specialist supports the regional team to facilitate the sales of new technology products within the region, and to achieve quarterly revenue targets for that region. He/She is required to ensure Trimble distribution partners maintain strong capability in technical sales, portfolio domain knowledge, competitive solutions knowledge, and technical sales strategy.

Longer term activities are built around execution of a defined “go to market strategy” as defined by Trimble Geospatial management. This includes, but is not limited to, distributor training, end user demonstrations (typically with distributor involvement and support), identifying new opportunities currently untapped by the distribution channel, and participation in regional events such as trade shows, road shows, and user group meetings.

## Primary Duties

- Assist in achievement of overall revenue targets for the regional team.
- Promote Trimble product sales to include:
  - o Assistance in key customer demonstrations and presentations
  - o Participation and assistance in trade shows, road shows and user group events
- Develop distributors / dealer sales and technical support personnel competency to demonstrate, sell and support new technology products. This includes:
  - o Providing structured and informal training on products, technology and application of technology.
  - o Assistance in preparation of tender documents and specifications
  - o Recommendations as needed on product configurations, part numbers, and options as required to suit customer needs and applications.

- Maintain up-to-date skills and knowledge on the latest Trimble technology; proactively seek out training to ensure “early adopter” knowledge.
- Be current on competitor manufacturer product offerings (features, benefits and customer interest in these products) in the region, report information internally together with recommendations as required.
- Respond to escalated technical issues from distributors about key or priority customers to ensure sales closure.
- Complete monthly activity reports in accordance with defined template and quality expectations.

### **Key Organizational Interfaces**

- The primary interfaces outside of Trimble are distributor sales people and customer end users.
- The primary interfaces within Trimble are the Sales Marketing Manager, Technical Marketing Analyst, Regional Sales Manager and the Sales Account Managers in his/her regional team.

### **Characteristics / Skills**

- High level technical expertise with the latest Survey products and solutions and related surveying applications.
- Problem-solving ability
- Ability to work autonomously and follow-through with plans – this role is for someone who is energized by working with people and building success with business partners, and hence does not require a large amount of hand-holding or oversight on a day to day basis
- Ability and motivation to quickly learn and integrate new technologies help bring them to market.
- Strong presentation skills (for both sales & training)
- Strong interpersonal skills, High “EQ”

### **Education / Experience**

- 4 year college degree in Geomatics, surveying, engineering, remote sensing, or a degree in business with a demonstrated ability to learn and apply technology. A Surveying or Engineering professional license can be substituted in lieu of a 4 year degree.
- 5 years experience in the field of geospatial technology (remote sensing, imaging, surveying, geodesy, Geomatics, mapping, GIS, etc.), experience using equipment in the field for private/public sector work a major plus. Strong candidates will understand both field work and back office work processes.

### **Local Requirements**

Applicant must live in a location that is conducive to travel and support within the defined territory. Applicant will be expected to travel up to 50% of the time.

## **TO APPLY**

Email a cover letter and CV to [roy\\_song@trimble.com](mailto:roy_song@trimble.com) and [john\\_whitehead@trimble.com](mailto:john_whitehead@trimble.com)