

## **Position Available: Solution Sales Engineer, Honolulu, HI**

### **Job Summary**

Pacific GPS, LLC (PGPS) is growing! We are looking for a candidate to be based in Honolulu, HI to lead the development of a new division focused on GNSS survey sales and services, primarily in the Hawaii and Pacific region. This individual will be a technical advisor, helping clients understand work flows and requirements, and making recommendations on equipment and geospatial services. This position supports and leads strategic and business development functions and will be responsible for developing and maintaining strong client relationships.

### **Company Overview**

PGPS is a woman-owned, small business based in Honolulu, HI. Our staff and services support clients throughout the United States and overseas. PGPS works across private industry, government, educational, and non-profit markets. PGPS is an authorized dealer for Trimble Navigation Geospatial Division, focusing on Survey and MGIS equipment (hardware and software). PGPS provides customers with a total solution by thorough analysis of a client's current system and future goals to determine the best GPS hardware and software for their unique applications. Our solutions include customized GPS training and support, along with geospatial and consulting services.

### **Primary Duties**

- Identify and develop new markets for Trimble Survey and MGIS products and PGPS geospatial services
- Maintain a strong focus on developing and maintaining relationships with customers and business partners
- Engage in strategic planning, market analysis, and business development of new markets
- Contribute to creative solution development and problem solving
- Prepare price quotes, process orders, and ensure information is provided to the customer
- Coordinate the development, rollout and implementation of services to clients
- Maintain hands on knowledge of in-house hardware and software
- Provide technical expertise and superior customer service to end-users
- Track sales, support, and services activities in Salesforce database
- Achieve targeted sales performance on a monthly/quarterly/annual basis
- Schedule, prepare and conduct technical demos, presentations, training classes and user group meetings
- Travel to attend meetings, conferences and trainings (up to 25% of time)
- Compile data on marketing trends, competitive products and pricing, and report to management
- Participate in evaluations of progress and goals with PGPS management and Trimble sales managers

### **Characteristics / Skills**

- Self directed and motivated
- Personable, client-focused, responsive, and professional with excellent verbal and written communication skills
- Exceptional organizational and planning skills
- Strong computer skills, including a working knowledge of: Microsoft Office and online software
- Technical knowledge of ESRI ArcGIS, Autodesk AutoCAD, and Salesforce preferred
- Technical experience in Trimble Geospatial Division (Survey and MGIS) hardware and software preferred
- Ability to create and deliver effective presentations and demos
- Ability to create and maintain sales forecasts and report on sales progress

### **Education / Experience**

- Bachelor's degree in technical or civil engineering, surveying, or a related field
- 5 years technical and/or sales experience preferred
- Successful consultative selling of value-added and technical solutions

### **To Apply**

Qualified candidates should e-mail a letter of interest, resume, and references to PGPS at [info@pacificgps.com](mailto:info@pacificgps.com). Submissions will be accepted until the position is filled. Compensation will be commensurate with qualifications and experience. PGPS is an Equal Opportunity Employer and we value a team-oriented environment and workforce diversity. For more information on our company please visit [www.pacificgps.com](http://www.pacificgps.com).