



Geospatial Sales Consultant - Lower Hudson Valley and Southern New England

Job Description and Required Qualifications and Experience

Company Background/Description

Waypoint Technology Group, LLC (Waypoint) is a growing firm dedicated to providing our customers with the latest available GNSS, Optical/Robotic Surveying and 3D Laser Scanning technology through product sales, rentals, training, technical support and related consulting services. Our company is primarily engaged as a regional distributor for Trimble, Inc., a worldwide leader in the Geospatial industry, and our principal sales territory with Trimble encompasses all of New York, New Jersey and New England. We have successfully operated as an authorized Trimble reseller for more than 25 years and are one of only 12 Trimble distributors currently based in the United States. We serve a variety of markets that include Surveying, Engineering, Architectural and many other types of design/build related industries.

Waypoint is currently seeking a qualified professional to work with us as a Geospatial Sales Consultant, a key position which is intended to help fuel the significant growth of our business over the next 2-3 years and beyond. In this position, the selected candidate will have the opportunity to participate in a wide range of Waypoint business activities related to our Trimble hardware & software sales, equipment rental, customized training, and solution-based support.

Job Description and Responsibilities

As a Geospatial Sales Consultant, the job duties and responsibilities will include the following:

- Generation, qualification, and follow-up of/upon sales leads;
- Performance of sales demonstrations;
- Preparation of formal price quotations;
- Periodic forecasting of future sales by vendor and product;
- Provision of technical support and/or product orientation for customers;
- Delivery of training services, when applicable;
- Representing Waypoint at conferences, seminars, and trade shows; and,
- Serving as Waypoint's strategic liaison with the Land Surveying community and related markets in the lower Hudson Valley, New Jersey and southern New England.



Qualifications and Experience

The ideal candidate for this position will be a self-motivated professional with a broad range of experience in the surveying and GIS fields, with an emphasis on sales, business development, and customer relations. A bachelor's degree and minimum of 5-10 years of experience in a related position is required. Relevant experience in the Geospatial industry and existing knowledge of Trimble products and solutions is preferred but not explicitly required. What we are most interested in is an individual with strong sales and communication skills, who collaborates well with others, and who has the ability to seek out and develop long-term relationships with customers working in the Lower Hudson Valley and New England regions who either currently use Trimble Geospatial products or may be candidates for migrating to Trimble systems and related workflows.

Salary and Benefits

The starting salary for this position would be in the range of \$65,000-\$95,000 per year, base salary, plus commissions based on quarterly/annual sales targets, with opportunities to earn additional income during the year based on performance. In addition, the following employee benefits would be offered:

- 15 paid vacation days in the first year of employment, increasing to 20 days per year after 5 years of employment;
- 5 paid sick days per year;
- Health-insurance coverage where the company pays 70 percent of the cost of individual or family plan premiums;
- Participation in our Professional Development program where the company would pay for the cost of "essential" training and potentially share in the cost of other "discretionary" training and education that is mutually beneficial.
- Eligibility to participate in a company-sponsored retirement plan within two years of employment or sooner; and,
- Eligibility to participate in a periodic incentive bonus program, whereby you could receive discretionary bonus payments based on personal performance and company profitability.

After six months of employment with us, an evaluation would be performed at which time we would reassess salary level and benefits and make any adjustments that might be appropriate at that time based on progress and performance.