



Job advertisement - Technical Sales/Support Specialist

We at RIEGL Asia are growing and we are currently interested in a dynamic individual with a passion for LiDAR technology who wants to grow his/her career in a fast-paced technology environment. The successful candidate will have a strong work ethic and be eager to engage and find creative solutions to meet our customer's needs. We're looking for someone who will take ownership of their career and is constantly looking to innovate and grow. Who understands how to engage and influence others and above all, can maintain a positive, collaborative attitude within the team and towards customers.

The *Technical Sales/Support Specialist* will be directly involved in equipment and software demonstrations, exhibition/conference events, trainings, system integration/operations, first line of support and key projects across all segments of the business within the Asia Pacific Region.

Essential functions & responsibilities:

- Interpersonal skills to work with a wide variety of people each day, build relationships and network
- Consult with existing and potential clients to assess and understand their equipment needs and system requirements
- Recommend new and innovative products to customers that maximize their productivity
- Prepare and present technical presentations to prospective and existing customers to demonstrate how the products and services work and their return on investment
- Generate and qualify leads via personal meetings, phone, and email
- Schedule sales appointments and activities
- Promote products/services to new and existing customers
- Perform cost-benefit and needs analysis of new and existing customers
- Assist in the preparation of webinars, podcasts, and informational videos in coordination with international Marketing teams for maintaining ongoing product visibility
- Provide industry feedback and communicate requirements with the Business Product Development Manager
- Maintain an up-to-date awareness of industry trends in technology, applications, and geospatial processes/activities
- Aid with the logistical coordination, operation and processing support
- Attend as an ambassador for RIEGL in industry events and tradeshows
- All other related duties as assigned

Requirements:

- Excellent verbal, interpersonal, and organizational skills
- Bachelor Degree in Surveying, Spatial Science or similar field (GIS, Remote Sensing)
- Industry experience with Surveying, GIS, and remote sensing
- Excellent communications skills in English, Mandarin Chinese and/or Cantonese.
- Advanced skills with Microsoft Office
- Successful problem-solving skills
- Must be willing to travel, domestic and internationally.

Preferred Skills:

- Industry experience with Terrestrial laser scanning, mobile and/or airborne
- Technical writing skills
- Passion for computer, electronics, remote sensing

Please contact mgarcia@riegl.asia with your CV and cover letter

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