

Position Description

Mid-Market Sales Consultant



LAST UPDATED: September 2021

LOCATION: Canberra or Sydney

Ready to join a transformational team working at the forefront of location data intelligence? It's an exciting time to be part of the growing Geoscape team.

ABOUT THE ROLE

The Mid-Market Sales Consultant is a key member of our commercial team operations and plays a vital role in expanding our network of data and services users. The focus of the role is to qualify and convert opportunities within the sales framework, whilst using your aptitude to support and grow existing customers and to unearth new prospects.

In this role you'll will work closely with the broader commercial team, which includes enterprise and government sales, partner management, pre-sales, marketing partner management and customer success. You will represent the voice of the mid-market customer based, guiding them on their successful journey through the sales, service and support experience.

WHO WE'RE LOOKING FOR:

A strong communicator who is technically skilled, with a desire to understand and deliver on customer requirements.

- Confidently consults with customers to help them make purchasing decisions
- Track record of achieving sales quotas
- Supports customers to transition from sales prospects to active users of products
- Demonstrated ability for technical product sales
- The ability to deliver engaging presentations and communicate technical information
- The ability to build strong relationships, internally and externally
- Exceptional communication and rapport building skills
- Excellent written and oral communication skills.

Importantly, we need you to be a role model of Geoscape values and enhance our already impressive team culture.

WHAT DOES THE DAY-TO-DAY LOOK LIKE:

- Proactively engaging with customers to recognise potential sales opportunities
- Working with the customer to evaluate their needs
- Direct selling to inbound sales or marketing generated leads
- Outbound prospecting for SME's
- Be able to assess sales opportunities and refer to the relevant sales groups
- Presenting technical detail to technical and non-technical prospective customers
- Developing customer insights based on sales interactions
- Pursuing additional business development opportunities with current and new customers.

SKILLS and EXPERIENCE

- Proven experience in B2B sales
- Outbound sales prospecting
- Cultivates and maintains positive customer relationships
- Ability to work in a team, while delivering independent results
- Enthusiastic, confident and highly motivated
- New business development and the qualification of sales leads
- Strong interest data and technology

It would be advantageous but not essential if you have had experience:

- Working in a sales environment within a spatial, IT or technical solutions business
- Working with Salesforce

JOIN OUR TEAM OF INNOVATORS

Geoscape's team of innovators are passionate about providing location data for a digital world.

Geoscape actively sources geospatial information from all levels of government and through private sector partnerships. We standardise and integrate the data, assuring its quality, and then transform it into authoritative products that are highly valued by customers. In support of our existing products and services, Geoscape is also growing a portfolio of APIs for use in internet-connected applications.

We're operating within a rapidly growing data economy, which is increasingly reliant on high quality location data to drive business and government outcomes. That's why we must continue to demonstrate that we can provide reliable and accurate infrastructure to meet consumer expectations.

To achieve our best as a team while staying strong and united, we're driven by a culture where our values drive our behaviours.

OUR VALUES

Passionate about People. We're passionate about making a difference and putting people first in the decisions we make.

Proven Knowledge. We have a continual thirst for knowledge, experts who are always looking to learn.

A Leader's Mindset. We're agile and nimble, leading the way through our innovative and creative thinking.

Respectful Collaborators. We're respectful, optimistic and encouraging, celebrating diverse backgrounds and perspectives.

This team culture, combined with a focus on equality and diversity in the workplace, makes Geoscape a great place to work.

Are you ready to join us?