

Position Description

Pre-Sales Consultant



LAST UPDATED: December 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 Pre-Sales Consultant is a key member of our commercial team operations and plays a vital role in expanding our network of users. The primary responsibility of the role is to build connections between customers, their use cases, and our product offerings in a way that enables us to grow our commercial business. Pre-sales works closely with our sales executives to qualify sales leads, respond to market briefs, and educate customers about location intelligence solutions which solve customer problems.

As a technical leader inside the commercial team, you will also make use of your design, technical, and analytical skills and collaborate with sales and marketing to deliver digital assets which demonstrate our products. You will also use your in-depth product and internal production knowledge to answer customer queries through our service desk.

You will represent the voice of the customer, which will justify product development and investment decisions.

WHO WE'RE LOOKING FOR: ATTRIBUTES

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

From your first day, you'll bring:

- an insatiable thirst to grow the customer use of our products and services.
- the ability to identify customer problems and opportunities.
- the ability to communicate complex concepts in plain language.
- a positive can-do attitude and integrity in your decision making.
- a focus on accuracy, efficiency, confidentiality and timeliness in carrying out all duties.
- the ability to manage work with initiative and leadership.
- a reliable and flexible approach to workload and deadlines.
- a strong desire to help, to educate and to support.
- a collaborative and respectful approach to your dealings with colleagues, customers and suppliers.

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

WHO WE'RE LOOKING FOR: QUALIFICATIONS

A proven track record in a pre-sales environment within a spatial, IT or technical solutions business is desirable.

It is also desirable to have tertiary-level qualifications in business, management, marketing or analytics, spatial science, data science or a related discipline and/or experience in an equivalent environment.

WHO WE'RE LOOKING FOR: SKILLS

To complete the package, you'll need skills and/or experience in:

- verbal communication and relationship management.
- developing proposals and/or responding to market briefs
- active participation in proof of concepts to help customers to evaluate the solution.
- creating and confidently delivering technical presentations internally and externally to both technical and non-technical audiences.
- pursuing additional business development opportunities with current and new customers.
- working autonomously as well as part of a team.

Interpersonal Skills

- Ability to work in a culturally diverse environment.
- Role model behaviours that support Geoscape Values at all times.
- Strong communication and relationship management.
- Commitment to collaborating across the organisation to improve processes relevant to the successful operation of the company.

JOIN OUR TEAM OF INNOVATORS

Data was once an abstract idea. Today it's woven through our lives, linking the physical and the digital, informing the choices we make in rapidly evolving social and geographical landscapes.

Geoscape Australia is a trusted source of accessible location data, and an independent and self-funded company owned by the governments of Australia.

Promoting innovation is our cause. In the data-driven economy, our data powers new technologies, products and processes, improves productivity and stimulates economic growth.

With a history of collaboration and a culture of shared thinking, we push beyond what we know today to approach new challenges with a fresh perspective.

The result? For businesses and governments, the data required to make better decisions. For our people, the chance to build a meaningful career solving real-world problems.

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?