

Position Description

Account Executive, Data
Solutions – Mid-Market



LAST UPDATED: August 2022

LOCATION: Sydney or Canberra

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 Account Executive is a crucial member of the Commercial Team, playing a vital role in expanding our network of users. Working with Government and Industry you'll be providing data solutions in areas including, but not limited to, digital transformation, emergency management, environmental modelling, urban planning, and digital twins.

The focus is to source, qualify and convert new business opportunities into mid-market/non-enterprise market through value-based consultative selling. You'll represent the voice of the customer and guide them on a successful sales journey from beginning to end.

This role will suit someone looking to take their technical sales skills to the next level in a rapidly growing industry.

WHO WE'RE LOOKING FOR:

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

You'll bring:

- Confidence in consulting with customers to help them make purchasing decisions
- A proven track record of achieving new business sales targets
- Technical product sales experience
- A strong interest in data and technology
- The ability to deliver technical information in plain language
- Customer engagement skills, with the ability to grow strong relationships
- Exceptional communication skills, including both written and oral communication

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:

- Generating new leads and opportunities through targeted prospecting activities
- Qualifying inbound leads
- Building and managing an accurate sales pipeline for Mid-Market opportunities
- Closing new opportunities for Geoscape products, services and solutions into Mid-Market customers
- Analysing enterprise sales opportunities and referring to the relevant sales leads
- 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.

- Collaborating across the business with Sales, Pre-Sales, Customer Success and Product Teams.

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

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.

We're operating within a rapidly growing data economy that is increasingly reliant on high quality location data to drive business and government outcomes.

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

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.

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

What We Offer You

- A Respectful, inclusive and family friendly work environment
- Clear expectations and goals
- Commitment to professional development
- A professional development allowance
- An ambitious and innovative culture
- Flexible working options that allow you to thrive at work and at home
- Salary sacrifice arrangements
- Staff Engagement Processes
- A Doona Day, and
- We Have Fun

Are you ready to join us?

[Click Here](#) to apply or email your updated resume and cover letter to recruitment@geoscape.com.au