

Position Description

Data Solutions Consultant



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 Data Solution Consultant is a key member of the Commercial Team 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 to enable us to grow our commercial business.

In this role you'll work closely with our sales executives to demonstrate the value Geoscape provides. You'll be pivotal in qualifying sales opportunities, responding to market briefs and educating customers about the location intelligence solutions available to solve their problems.

As a technical leader within the Commercial Team, you'll make use of your design, technical, and analytical skills to engage with our customers and collaborate with the Sales and Marketing teams to deliver digital assets which demonstrate our products.

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

WHO WE'RE LOOKING FOR:

A creative problem-solver with a strong ability to understand the needs of our customers and communicate those needs in both technical and non-technical language.

You'll bring:

- 5+ years of experience in similar roles.
- 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 and confidentiality.
- 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 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.

SKILLS:

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

- Working with geospatial data to assist problem-solving and provide insight.
- Working with leading edge geospatial technologies.
- Experience in working with APIs and Web Services (desirable).
- Python scripting (desirable).
- Knowledge of data structures and experience querying databases.
- Data visualisation.
- Interpreting needs and requirements and translating them into customer solutions.
- Creating and confidently delivering technical presentations internally and externally to both technical and non-technical audiences.

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.

What We Offer You

- A Respectful, Inclusive and Friendly Workplace
- Clear Expectations and Goals
- Commitment to Professional Development
- A PD Allowance
- An Ambitious and Innovative Culture
- Flexible Working Options Allowing you to Thrive at Work and at Home
- Salary Sacrifice Arrangements
- A Family Friendly Environment
- Staff Engagement Processes
- A Doona Day, and
- We Have Fun

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

Are you ready to join us?

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