

Technical Sales Representative

UAV and Lidar Mapping

CartoCanada – Eastern Canada

CartoCanada is an established supplier of professional mapping solutions to the Geomatics, Exploration, Mining, Engineering and Construction market.

CartoCanada is the Canadian authorized supplier of senseFly (AgEagle) Professional mapping drones, GeoSLAM Lidar, GeoCUE Lidar and Tersus GNSS,

CartoCanada is looking for an ambitious, highly-driven salesperson to join our team. If you have an entrepreneurial spirit with a passion for technology, connecting with people and communicating technical information then this may be the position for you. If you know your way around UAV's, Survey Equipment and Lidar Laser Scanners, we want to hear from you.

This successful candidate will be responsible for supporting existing clients and growing the sales of CartoCanada's, growing list of product lines. You will be responsible for the region by prospecting potential clients and nurturing the sales process through to a successful conclusion.

Spatial Technologies provides:

- Competitive salary and commission
- Great health insurance benefits
- Company Smart Phone and Laptop
- vehicle allowance
- Team atmosphere
- Strong career path

Responsibilities include:

- Prospect and generate new business and support a growing user base.
- You will be accountable for sales targets and profitability for your region
- Expected to maintain and manage the sales process
- Reporting to management with current sales funnels, forecast and strategies
- Effectively communicate and demonstrate how new technology impacts accuracy, productivity, and margins.
- Communicate and collaborate with CartoCanada technical staff to support our suppliers positioning products and related technologies.
- Support your clients with a quick response and attention to detail.
- Always strive to over deliver what's been promised.

Key attributes needed to be successful in this position:

- Aptitude for computer related technology.
- Must be able to communicate effectively both orally and in writing.
- Problem solving skills are essential.

CALGARY
5716 Burbank Crescent SE | Calgary, AB T2H 1Z6

ONTARIO
1 - 131 Frank Lambier Court | Palmerston, ON N0G 2P0

- Customer Focused - Finely tuned customer service skills
- Strong time management and prioritization skills
- Self-disciplined, highly organized with strategic planning skills and the ability to work independently.
- Team player
- Available to travel

Preferred Skills and experience:

- Geomatics/Civil Engineering diploma or 2+ years relevant work experience.
- Knowledge of Survey Techniques
- Knowledge of UAV/Drones/RPAS and aerial sensors
- (camera, infrared and lidar) an asset
- Experience with surveying equipment (GNSS/Total Stations)
- Experience with Lidar scanning
- Pilot license an asset
- Valid Driver's license

This exciting opportunity will put you on the path to a rewarding career in Technical Sales.

Benefits:

- Disability insurance
- Vision care
- Dental care
- Life insurance

Job Type: Full-time

Salary + Commission

Send your resume to careers@cartocanada.ca