



ALABAMA | ARKANSAS | FLORIDA | GEORGIA | LOUISIANA | MISSISSIPPI | TENNESSEE

Job Description

Innovative Trimble Geospatial solution provider looking for a proactive, enthusiastic, motivated Trimble Solutions Sales Specialist to join our team.

In this position, you will identify new business opportunities while maintaining current and potential customers in the Survey, Construction & Engineering space across multiple industry verticals. This sales position is involved in every stage of sales transactions, offering many opportunities to travel, meet various industry and technology leaders, and promote NEI's Trimble Geospatial solution portfolio. Additionally, you will have the chance to get into the field and demonstrate the capabilities of our technology!

About NEI

NEI, is a leading provider of Trimble geospatial hardware and software solutions in the Southeastern US. NEI ranks among the top Trimble distributors globally. NEI is the world's #1 distributor for GeoCue/Microdrones and offers an array of unique solutions from industry leaders like ESRI, Seco, Seafloor Systems, DJI, Inspired Flight, WISPR, SenseFly, and Pix4D.

As a Trimble Solutions Sales Specialist at NEI, you will have the opportunity to utilize your self-starting attitude and natural problem-solving skills to fuel our growth among our current clientele. Moreover, you will play a vital role in identifying and capitalizing on untapped prospects within the thriving Alabama region.

Join us in shaping the future of geospatial technology in Alabama and revolutionizing the way Survey, Construction and Engineering industries utilize GPS, Robotic Total Stations, Terrestrial and Mobile LiDAR. If you are motivated by the prospect of being an integral part of a dynamic company, leveraging cutting-edge solutions, then we invite you to consider joining NEI as a Trimble Solutions Sales Specialist.

neigps.com

124 Toledo Drive, Lafayette, LA 70506
P: 337.237.1413 | F: 337.237.1417 | TOLL FREE: 800.949.1446

N 30° 13' 45" W 92° 03' 33"



What the Job Looks Like

In this role, your primary focus will drive the sales opportunity and company strategy by carrying out the following responsibilities:

- Actively manage customer relationships with senior sales team to uncover opportunities through planning, problem solving and following a proven sales process.
- Create and maintain strong working relationships with strategic accounts in your region.
- Establish a successful repeatable workflow for accomplishing individual and organizational goals while identifying new opportunities, markets, and verticals.

Important Qualifications to Your Success

- Work experience in Sales CRM, Excel, Outlook and Teams preferred.
- Experience in Survey, Construction, & Engineering or parallel industries is preferred, with experience in sales a bonus
- Ability to travel and work independently in a remote home office setting.

How Do I Get Started?

To be considered, all applicants MUST include:

- Submit confidential resumes to careers@neigps.com
- Salary requirement

Employment may be contingent upon the successful completion of work references and other background checks.



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Job Type:

- Full-time

Benefits:

- 401(k)
- Dental insurance
- Flexible schedule
- Health insurance
- Life insurance
- Paid time off

Supplemental Pay:

- Bonus pay
- Commission pay

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