

Sales Engineers: Come Sell Google Maps with Us!

Applied Geographics, Inc. (AppGeo) is looking for a knowledgeable and enthusiastic individual to help us sell Google Maps and our consulting services at our Austin, TX office. You will be actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the AppGeo and Google sales team as the key technical sales advisor and product advocate for Google mapping and cloud products.

Your responsibilities will include:

- keeping up-to-date on Google's products, including functionality, pricing and terms of service
- understanding Google's products at a deep level and envisioning compelling solutions using them
- supporting marketing activities at conferences, meetings and webinars
- presenting Google's mapping products to potential customers
- exploring use cases with customers and defining initial solution architectures
- developing demo applications as necessary
- addressing functional and technical elements in quotes and proposals
- working with Google staff to deploy mapping products to customers
- assisting customers with the correct use of Google Maps, Imagery and GCP
- handing-off data and application development work to AppGeo project staff

Ideally you have experience with:

- high-tech product sales
- building and presenting demonstrations
- trade shows and seminars
- have a background in location-based technologies

You should also:

- be willing to travel
- enjoy using technology
- have an enthusiasm for Google and its products
- be personable and engaging
- demonstrate an attention to detail
- thrive on a variety of projects and assignments
- like teamwork and collaboration

We are an established, privately held Geospatial/IT consulting firm. We work on a wide variety of implementation planning, data development and application development projects for our customers in both the government and commercial sectors.

We can offer many benefits including:

- Beautiful Austin, TX work environment
- a 401K plan with company match
- medical and dental benefits

How to Apply:

For consideration, please submit a thoughtful cover letter and resume to sejob@appgeo.com. Please include your salary expectations and US citizenship status. No recruiters please.

AppGeo is an Equal Opportunity Employer.