



## SALES ENGINEER / PRODUCT SPECIALIST

SoilVision Systems Ltd. is a next-generation geotechnical & hydrogeological software company based in Saskatoon, Saskatchewan.

Proudly in our 20<sup>th</sup> year, and 2017 SABEX Award recipient for Best New Product, SoilVision has built a reputation as an innovative company providing leading edge software & consulting to the worldwide geotechnical engineering community.

We offer a competitive salary & benefits.

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We are seeking a motivated, customer-oriented geotechnical engineer or numerical modeller to play a key role in the growth of our company.

The successful candidate will become our Product Specialist. Responsible for sales and sales support of our products globally, they will help manage and develop relationships with targeted clients. This role requires solid communication skills (written & verbal) and an aptitude for learning technical software applications.

The ideal candidate would have:

- Degree in Geotechnical or Environmental Engineering (Preferably M.Sc.)
- Numerical Modeling Experience
- Familiarity with slope stability, seepage, and stress/deformation geotechnical software

Key Requirements:

- Full-Time, based in Saskatoon, Saskatchewan
- Personable and able to establish client relationships
- Solid communication skills (written & verbal)
- Learn the capabilities and features of SoilVision products
- Be a main contact in the sales process for product capabilities
- Frequently discuss with customers to help identify interest and fit
- Regular phone/web conversations are necessary
- Conduct webinars and/or tutorials
- Assist with developing training videos for training and promotional purposes
- Identify new software features and capabilities based on industry feedback
- Track client interaction in CRM system
- Travel and attend international conferences
- Keep a current review of competitive products and key feature comparisons
- Help define the steps required to learn our software
- Ensure the proper support tools are readily available for customers



# SOILVISION®

INNOVATIVE GEO-MODELING SOFTWARE

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#### Other Assets:

- Knowledge of SoilVision software products
- Previous teaching / instruction experience
- Project Experience
- Multi-Lingual
- CRM Experience

Interested persons should submit a detailed resume including; academic and professional experience and three or more references to [murray@soilvision.com](mailto:murray@soilvision.com).

Deadline: May 31<sup>st</sup>, 2017 at 5pm CST.

For more information about our company visit our website at [www.soilvision.com](http://www.soilvision.com)