



Position Description

Sales Applications Geoscientist

Geometrics is a world leader, designing and manufacturing **geophysical instruments** which help to see beneath the surface of the earth. Our products include magnetometers, exploration seismographs, and electrical resistivity measuring equipment. This position will report to, and may need to work from, Geometrics Corporate office in San Jose, CA for extended periods of time.

Geometrics is seeking an **Application Geoscientist** in our Sales and Support Departments. This is an excellent opportunity for someone to use his/her technical and problem-solving skills to provide solutions to customers involved in Land Seismic surveys. This position is focused on enabling our customers to be successful with Geometrics equipment. Our business is growing and we need excellent and ambitious people who have practical field experience, understand our customers' requirements, enjoy a challenge, and aren't afraid to work hard. Good communications skills, attention to details, and strong interpersonal relations skills are a must.

Our line of Seismographs, Magnetometers, and GeoElectrical instruments let customers produce detailed reports, graphs, and maps of the earth's subsurface for:

- Geotechnical engineering studies
- Archaeology
- Mineral, oil, and gas exploration
- Unexploded ordnance mapping

Responsibilities include:

- Working with customers to gain an understanding of their problem and proposing and quoting a hardware/software solution
- Finding solutions to customers and potential customers inquiries by responding to calls, emails, and request for quotes, in a timely manner. Following through until the best solution is implemented
- Providing product and pricing information (quotes) to customers for purchases, suggesting selections that meet customer's needs, prepare sales contracts for orders, work with production to estimate delivery.
- Documenting customer interactions in our CRM database
- Visiting potential and current customers to give demonstrations and presentations
- Training customers on the use of equipment, both at Geometrics and at the customer's sites
- Assist in writing user's manuals, specification sheets, and service bulletins
- Gathering and sharing market intelligence to assist with new product development
- Representing Geometrics at domestic and international conferences

Main requirements include:

- BS in Civil Engineering, Geology, Geo-Engineering, Geophysics or like discipline, or equivalent work experience or training
- At least three years' experience conducting geotechnical or related investigations

- Experience in dealing with surveys regarding cost, schedule, and documentation of investigation results
- Familiarity using instrumentation to investigate subsurface properties
- Self-motivated, problem solver with strong organizational and follow up skills, able to discern and prioritize urgency of requests
- Good business and technical communications skills, you will be working with a diverse array of people, inside and outside of Geometrics. We are a global company; you will be required to communicate effectively with people from around the world
- Be comfortable with unfamiliar locations and people including multi-cultural settings
- Ability to work well undertime pressure
- Excellent writing skills, email is our dominant form of communication with our customers and candidates must be able to write clearly and concisely
- Proficient computer skills, Microsoft Office and Customer database experience is a must. Knowledge of CRM and ERP systems, such as Salesforce.
- Good presentation skills
- Ability to work with Engineers and Manufacturing personnel to solve technical problems, unique survey challenges, and improve products
- Above all, a passion for making sure Geometrics equipment and services are of superb quality and our customers have the highest levels of satisfaction

Additional Information:

It is important for you to work well in culturally diverse settings. A valid driver's license and the ability to meet US and Foreign government requirements for domestic and international travel is required.

In consideration of the physical demands of this position, the qualified candidate:

- Normal Motor Coordination, Finger Dexterity, Manual Dexterity, Eye/Hand/Foot Coordination to test and train others on Geometrics equipment.
- Manual dexterity to operate computer keyboard, seismic equipment, and standard office equipment.
- Ability to remain focused for long periods of time while working on computer, in a meeting, or while doing research, both in person and using video platforms such as Microsoft Teams.
- Ability to review information/data on a computer screen for long periods of time (up to 8 hours a day with breaks).
- Able to work in excess of a 40-hour week if necessary.
- Able to walk, stand, and sit for periods of time in an office, at a Trade Show, Customer Site and in an outdoor environment for field work and testing equipment, including inclement weather and uneven surfaces.
- Able to lift/move objects up to twenty-five pounds, possibly more.
- Able to travel (domestic and internationally for up to two weeks at a time).

This position may be modified from time to time to better meet Geometrics business needs.

To apply, please send your resume and cover letter to: careers@geometrics.com , include your name and AG2022 in the subject line. For additional information, please visit our website at www.geometrics.com.

We offer a dynamic, challenging environment and a comprehensive benefits package.
 Equal Opportunity Employer /Minorities/Females/Vet/Disabled