



Position Description

Geoscience Application Specialist

Geometrics is a world leader in designing and manufacturing geophysical instruments, used in subsurface exploration of the earth. Our products include magnetometers, exploration seismographs, and electrical resistivity survey equipment. Geometrics has remained on the forefront of near-surface geophysical technology for over 50 years. Our equipment is used worldwide to:

- Improve the seismic design of buildings, dams, bridges and other infrastructure to enable them to better withstand earthquakes
- Detect and characterize unexploded ordnance so they can safely be removed, and areas returned to normal use
- Perform detailed surveys of the ocean floor to improve offshore windfarm design and construction
- Non-destructively investigate archaeological sites

Geometrics is seeking an **Application Geoscientist** for 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 around the world. This position is focused on enabling our customers to be successful with Geometrics equipment. With our business continuing to grow, we need additional self-motivated people who have practical field experience, understand our customers' requirements, and enjoy a challenge. Good communications skills, attention to details, and strong interpersonal relations skills are a must.

This position will provide the opportunity to travel both domestically and internationally to attend conferences and conduct training at customer locations. Initially, the position will be required to work from the San Jose, CA headquarters. As most of our Sales team works remotely, once the training and orientation phase has been completed, this position may be eligible to work in a different location within the United States. The duration of work from the San Jose office will depend on your knowledge of Geophysics and other factors.

Responsibilities include:

- Communicate with potential customers to determine their requirements and provide cost and delivery time of hardware and software solutions in a timely manner.
- Maintain relationships with our customer base and document the interactions in our CRM database to ensure that we follow up with them to assist with providing forecasts of future product sales
- Submit orders and follow up with our customers and Geometrics personnel to ensure that the customer's orders meet their expectations and are delivered in a timely manner
- Provide feedback to Geometrics engineers regarding technical issues observed by our customers
- Visit potential and current domestic and international customers to give demonstrations, presentations, and product training
- Write user's manuals, specification sheets, and service bulletins as needed
- Gather and share market intelligence to assist with new product development and product updates

Main requirements include:

- BS in Civil Engineering, Geology, Geo-Engineering, Geophysics or like discipline, or equivalent work experience or training
- At least three years of hands-on experience conducting field geotechnical or related investigations
- Experience in proposing, conducting and managing geotechnical surveys
- Familiarity using instrumentation for geotechnical applications
- Self-motivated, problem solver with strong organizational and follow up skills, able to discern and prioritize urgency of requests
- Broad business and technical communications skills, allowing for friendly interaction with a diverse array of people, inside and outside of Geometrics. As a global company, you will be required to communicate effectively with people from around the world
- Ability to work with Geometrics' Engineers and Manufacturing personnel to solve technical problems, unique survey challenges, and improve products
- Ability to demonstrate and train customers on the use of our equipment and software. This will occasionally require deploying hand-carried instrumentation and cables in rugged terrain under a wide variety of weather conditions.
- Independently represent Geometrics at trade shows and exhibitions including international exhibitions (ability to meet US and Foreign travel requirements)
- Travel 10-25% of the time, approximately 1 to 2 weeks every 2 months
- Above all, a passion for making sure Geometrics equipment maintains its excellent reputation by ensuring our customers have high quality instrumentation backed by the best support in the industry.

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 AGS2022 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