



Geophysical Application Specialist

Position Description

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:

- 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
- Perform surveys to identify areas that have the potential for mineral resources
- Map the location of abandoned infrastructure such as oil and gas wells, pipelines and underground storage tanks so that they can be remediated

Geometrics is seeking a **Geophysical Application Specialist** for our Magnetometer Sales Department. This is an excellent opportunity for someone to use his/her technical and problem-solving skills to provide solutions to customers involved in magnetometer 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 require 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. Once the training and orientation phase has been completed, this position may be eligible to work remotely, 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 through phone, email and web conferencing with potential customers to determine their requirements and propose the best Geometrics solutions for purchase to achieve their objectives. Due to the complexity of geophysical methods, completing a sale will often involve discussions regarding the technical specifications of the equipment, prices, training and delivery times. The salesperson will need to be able to discuss all these issues and engage with other groups within Geometrics to provide the responses to our customers.
- 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
- Proactively follow up with inquires and search out new customers.
- Provide technical support to customers.

- Stay up-to-date on the latest magnetometer products and technologies (including competitors).
- Learn the operation of Geometrics magnetometer products and be able to demonstrate its usage and applications to domestic and international clientele.
- 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.
- Gather and share market intelligence to assist with new product development and product updates.
- Post information on Geometrics activities on social media sites such as LinkedIn.

Main requirements include:

- Bachelor's degree in Geosciences, 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
- 2+ years of experience in sales, preferably in a related industry. Experience in the application of Geophysical surveys would be preferred.
- 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. This would include being self-sufficient in lifting and using geophysical equipment.
- Independently represent Geometrics at trade shows and exhibitions including international exhibitions (must be able to meet US and Foreign travel requirements)
- Travel 10-25% of the time, approximately 1 to 2 weeks every 2 months, on occasion with limited notice.
- 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.
- Work hours may vary. This position requires access to export-controlled information and employment is contingent on obtaining U.S. Government export control authorization, to the extent required by law.

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

Salary Range: \$60,000 to \$90,000, depending on geographical location and experience.

To apply, please send your resume and cover letter to: careers@geometrics.com , include your name and Mag2024 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