



Job Description

Location: **Maptek North America - Montreal Office**
Title: **Technical Sales Engineer or Geologist**
Status: **Full time**
Supervisor: **Director, Technical Services**
Submit CV: **Opportunities@Maptek.com**
Hiring date: **September, 2017**

Summary

The Technical Sales Engineer will contribute to achieving established business targets through support of Sales efforts in Canada. The primary functions are to assist Sales personnel with technical expertise, technical software demonstrations, and training and consulting efforts that lead to sales. This includes providing proof of concepts; translating needs into software requirements, whether through new functionality or streamlined existing workflows, technical support, and innovation with regards to industry trends.

The employee will serve as a guiding example at all times of great corporate values, fostering an environment of collaboration by engaging in teamwork and building relationships across departments.

Essential Functions

- Drive the technical solutions necessary to win business
- Assist with Software demonstrations
- Provide training associated with new software revenue
- Provide consulting work associated with new software revenue
- Provide technical support in French
- Coordinate with Denver staff for solutions
- Communicate monthly progress associated with the Montreal pipeline
- Promote teamwork and maintain a positive attitude regarding feedback and contribution from other members of the teams.
- Maintain projects in scope during execution with a view of timely- and complete-ness of the key aspects of each project
- Approach the tasks with a critical view and continuous improvement focus
- Promote a customer focused attitude in all interactions
- Foster an environment of collaboration by engaging in teamwork and building relationships across departments
- Serve as the first point-of-contact for assigned clients.



- Maintain client satisfaction and promote Technical Services to the assigned clients.
- Complete other duties as needed.

Knowledge, Skills and Abilities

- Degree from an accredited university in geology, mining engineering, or related field. Prefer advanced degree, but not required.
- Prefer 5 or more years of experience of operational / consulting mine planning experience, established client portfolio preferred.
- Exposure to a diverse range of commodities.
- Proficient in mine planning software.
- Bi-lingual (in French and English) with very good communication skills.
- Experience with successful long term projects with a significant client focus.
- Ability and willingness to travel 50% annually.
- Demonstrated ability to be a true problem solver: handle complex situations and deal with unexpected challenges independently and with a successful outcome.
- Proven skills in speaking in public and providing presentations before an audience.
- Outstanding record of courteous and positive customer service.
- Ability to get along well with a diverse group of people, attitudes both locally and abroad.

Please send resume and salary requirements to opportunities@maptek.com for consideration.

Maptek is an Equal Opportunity Employer.