

## Technical Sales Engineer

*Be part of an enthusiastic team in a fast-growing, high-tech company with an international presence*

YellowScan designs, develops, and produces LiDAR mapping sensors for professional UAV applications. Fully integrated, ultralight, and easy to use, these highly automated sensors are used by customers worldwide in various fields: surveying, environmental research, archaeology, civil engineering, and mining just to name a few.

Today, we are looking for a Technical Sales Engineer with a background and experience in one or more of the following areas: Surveying, Remote Sensing/Aerial Imaging, GIS, Public Works, Mining, Forestry, Transportation/Construction.

We need a results-oriented teammate who is eager to learn, share their knowledge, and brings an energetic can-do attitude to the group. You will have a significant impact on building our fast-growing LiDAR business. In this position, you will work together with our French headquarters technical and sales teams as well as with our distributors, partners, and customers throughout the Americas region. You will provide prompt customer support, consult with our marketing, production and research teams and communicate best practices for our products and services.

### The Missions of the Technical Sales Engineer

- Customer Relations/Sales Support

In cooperation with the technical and sales manager and sales team, you technically follow and accompany clients (training, advice, demonstrations, pilot projects):

- You should be comfortable to demonstrate and assist in the sale of our products at trade shows, conferences, live demonstrations, and online webinars.
- Process and present data from demonstrations and pilot projects.
- Organize and conduct technical training for dealers and customers.
- Attend conferences and trade shows to technically showcase products and their applications.
- Support pre-sales qualification efforts via initial phone/web video interaction with prospective leads

- Technical documentation

In cooperation with the technical and sales manager and the marketing team, you:

- Prepare and conduct tests of products and their applications.
- Analyze the data and document the results to produce technical content (datasheets, white-papers, webinars, ...)
- Ask customers about their applications and build customer stories that showcase YellowScan's business benefits to its customers.

- Quality control and technical support

In coordination with the head of technical support, you:

- Conduct trials of new products or those returned for repair and write test reports.
- Perform maintenance, diagnosis and repair of LiDAR units in coordination with the production team.

- Take part in managing and resolving customer queries to ensure their full satisfaction.
- Ensure the formation of the technical team of the US subsidiary in connection with Technical Support.
- Will be the preferred liaison who will ensure communication between the technical teams, sales staff, and end users.
- Direct customer feedback to engineering and product management teams to prioritize new product features and to the manufacturing team to ensure long-term product excellence.
- Assist with creation of product training materials for customers, dealers, and internal teammates. You will provide product training to dealers and end users and will support the sales team. Manage customer concerns, questions, and problems to troubleshoot customer issues.

## Training and work experience

- Required:
  - Legal authorization to work in the United States
  - BSc degree in survey, GIS, or other technical fields related to geospatial data analysis
  - 3+ years of work experience in the fields of Topography, Remote Sensing/Aerial Imaging, GIS, Public Works, Mining, or Forestry
  - Excellent communication and presentation skills
  - Must be ok with flexible work hours as we regularly have team meetings/calls with our colleagues in the HQ office in France which require an earlier start time
  - Occasional domestic and international travel is required about 15%
- Desirable:
  - Hands-on experience with airborne, UAV, or mobile LiDAR acquisitions, processing, analysis

## Your profile

- English as a first language is required. French or Spanish at a professional business level is a plus but not required.
- Experience in handling CAD tools (Bentley, AutoCAD) and/or LiDAR processing (Terrasolid, etc.) will be a plus.
- Recognized for your analytical mind, adaptation ability and curiosity.
- Excellent sense of organization, thoroughness, and sense of priorities.
- Sense of autonomy and initiative, while also showing a taste for teamwork.
- Excellent customer relationship skills and keen sense of customer service.

Position is based in Salt Lake City, Utah. No relocation benefits are available for this position. Ideally, the position will be filled as soon as possible.

Send resumes and letters of interest to: [cliff.holle@yellowscan-lidar.com](mailto:cliff.holle@yellowscan-lidar.com)