



Job Title: Pre and Post Sales Support
Department: Sales
Reports to: Sales Director
Role: To build and present technical demonstrations for clients and provide technical support to the sales team
Nature of business: Aerial photography, mapping, geographic database provider

Accountabilities:

1. Develop and present technical demos for clients.
2. Assist sales team with the provision of sample data and technical sales information.
3. Work closely with the account managers to define client requirements.
4. Provide technical sales support in the development of case studies and demonstrations.
5. Attendance at The GeoInformation Group events where appropriate.
6. Provide pre and post-sales technical support to clients.

Required skills:

1. Strong GIS/Cartographical knowledge, including ESRI and MapInfo products.
2. Experience in developing GIS applications.
3. Ability to communicate accurately and effectively in verbal and written English, including strong presentation skills.
4. Methodical approach and attention to detail.
5. Use of email, telephone and the Internet to carry out research and obtain information.
6. Ability to work independently and as part of a small team.
7. Use of a Microsoft office and client database, including inputting data and searching for information.

Additional Information: The role will require some off site travel visiting client offices, but the main place of work will be at the Cambridge Head Office.

Head Office Location: Telford House, Cow Lane, Fulbourn, Cambridge, CB21 5HB

Hours of Work: 37 hours per week, 9am – 5.30pm (5pm on Fridays), with one hour for lunch.

Holidays: 25 days per annum

Salary: £18,000 - £20,000 per annum

Additional benefits: Company pension and health care scheme