



SITECH South, LLC

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Job Announcement

Location: Birmingham, AL

Position Title: SITECH Sales Engineer

POSITION SUMMARY:

SITECH South is looking for a Sales Engineer for the Birmingham, AL trade region. Build and maintain long-term customer relationships with SITECH South customer base through fantastic response, customer service, and support. Customers equipped with Trimble construction technology perform work more quickly, accurately, reach grade in fewer passes, need less fuel, use real time quantities moved reports, and use fewer survey crews all while helping good operators become great. SITECH South, LLC helps customers realize these efficiencies through innovative positioning and measurement technology solutions such as GPS, lasers, optics, management technologies, wireless communication, and design software.

Reporting directly to the Service Manager, the **Sales Engineer** is responsible for performing all aspects of sales support through ensuring proper installation and customer training within the SITECH South trade region. The Sales Engineer is a member of the service team and a consultative resource to the sales team, where customer satisfaction is the key component of his or her success. This position combines technical knowledge with support and customer service skills. The emphasis of the work varies depending on the level of technical knowledge needed to sell products and services and respond effectively to customers.

Primary Duties:

- Primary technical contact for customers and sales team.
- Primary source of sales support and training for internal and external customers.
- Maintains technical expertise of Trimble products.
- Prepares and provides technical sales demonstrations and training as requested.
- Assists clients in understanding which products or services best satisfy their needs in terms of application, functionality, quality, price, and delivery.
- Communicates with the sales and service teams to solve client problems.
- Proactively drives collection of information that aids in the development and improvement of SITECH and Trimble products and services offerings.
- Supports marketing activities by attending trade shows, conferences, and other marketing events.
- Monitors trends and procedures to assist in the effective management of daily operations.

Requirements:

- 2+ years supporting and training others on Trimble Grade Control systems
- Bachelor's Degree in Civil Engineering preferred or related experience
- Extensive survey and construction experience in the Heavy Civil Construction, subdivision, general road, street, and commercial site development areas
- Experience in advanced grading
- CAD and computers- AutoCAD, Micro station, or Terramodel
- Trimble Business Center 3D Modeling experience preferred
- Must be a team player and driven by customer satisfaction and success

Compensation:

- Competitive pay is commensurate with experience
- Benefits include a 401K, healthcare options including dental, vision and Flexible Spending Account
- 2 weeks paid vacation
- A company work vehicle with necessary tooling will be provided

ABOUT SITECH SOUTH

Headquartered in Atlanta, GA, SITECH South, an Equal Opportunity Employer, is the leader in providing easy-to-use, comprehensive Trimble construction technology solutions for contractors of all sizes in Georgia, Alabama, Northwest Florida and South Florida. From Trimble machine control systems, to site positioning and design software solutions, SITECH provides the highest level of support, training expertise, and experience to increase your productivity and maximize your return on investment through advanced worksite solutions.

Pre-Employment drug screens, background checks and written/oral tests are required for employment.