

**Job Title: GPS/GIS, Water Sales Specialist**

**Job Type: Full-Time**

**Location: Southern California**

**Last Updated: January 29, 2008**

Electronic Data Solutions (Elecdata) is an authorized distributor and system integrator for mobile data collection solutions. Since 1986, Elecdata has built its reputation by supplying quality instrumentation that includes GPS systems, GIS software, laser rangefinders, rugged field computers, and water level/quality monitoring systems along with unparalleled support to our customers. Elecdata is one of the largest Trimble MGIS dealers, an ESRI Foundation Business Partner, and the exclusive western representative of In-Situ, Inc. water level/quality instrumentation. Our customer base is served by 22 employees, with eleven working from the main office in Jerome, ID and eleven working from remote field sales offices around the U. S, coupled with a network of business partners. Our company philosophy is based on long-term relationships with our customers, staff, and the companies we represent and partner with.

The successful candidate for this position will have a proven ability to develop and implement action plans to exceed sales goals while maintaining long-term relationships with our clients and prospects by giving exceptional customer support, technical support and follow up. You must be self-motivated, have a "go-the-extra-mile" attitude and display strong written and oral communication skills. Since software and hardware systems change rapidly, you must have a high aptitude for technology, a good attention to detail and the ability to adapt to constant change.

Job responsibilities include working with the VP/Marketing & Sales and the Northern California office to coordinate technical sales efforts for S. California and S. Nevada territory. You will grow sales and handle after-the-sale support issues with emphasis on Trimble GPS mapping systems, Laser Technology laser rangefinders and ESRI ArcGIS and ArcPad software pertaining to a variety of city, county, state-wide and national applications. Additional emphasis includes performing sales and technical support duties on In-Situ water level and quality instrumentation and Teledyne RD Instruments Acoustic Doppler Current Profilers. Expert training and technical support will be provided by our tenured staff. As an industry consultant, you will be responsible for giving technical presentations at meetings, workshops, seminars and tradeshows and for giving on-site demonstrations at customer locations around the region. Average travel time is 2 weeks per month.

Experience with databases, spreadsheets, GIS, GPS, Windows CE and contact manager/quoting software is required. We are looking for a team player who can contribute to our highly successful team, meet deadlines, build our ever-expanding client base, provide expertise to our customers and work independently from a home office.

Please email resume to [elecdata@elecdata.com](mailto:elecdata@elecdata.com) or send resume to Elecdata, P. O. Box 31, Jerome, ID 83338.