

Business Development Executive

Responsibilities

- To understand client requirements and help formulate appropriate GIS solutions
- Become familiar with customer/partner's requirements, release levels, applications, computing platforms and GIS related issues
- Share knowledge and expertise of Esri's technology platform, within designated customer/partner organizations
- Develop demos and proof of concepts in concert with sales priorities
- Present complex GIS technical demonstrations to various levels of staff in a diverse range of customer organizations
- Support customers with product expertise and best-practice assistance
- Advise customer/partner on relevant GIS strategies, architectures, product selection, and release planning
- Participate in trade shows, user groups and product demonstrations throughout the nation
- Assist with decisions regarding consulting, training and extended support requirements
- Support the professional service and customer service teams in various technical activities
- Work with business development/sales team and other relevant resources to understand market trends, requirements and services needs

Requirements

- Bachelor's degree or higher in geography, information technology, surveying, computer science, or a related field, depending upon position level
- A minimum of two years of experience working in or with companies in related industries
- Excellent written and verbal communication skills
- Ability to work independently and as part of a small, highly-skilled team
- General knowledge of computer hardware, software, and networking
- Ability to troubleshoot client issues
- Excellent presentation, interpersonal, and listening skills
- Experience promoting products and/or applications