



SALES ~ SERVICE ~ RENTALS ~ TRAINING

TOPCON SOKKIA

16946 N. Eagle River Loop Road
Eagle River, Alaska 99577

907.694.8000 Fax 907.689.3192

GPS Survey & Machine Control Sales Executive

Location: Eagle River, Alaska
Status: Full Time
Job Category: Sales / Marketing
Company: GPS Alaska, Inc.
Compensation: Base salary plus commission (TBD)

Company: GPS Alaska, Inc. is the only authorized Topcon Positioning Systems dealer in Alaska. We are an industry leader in providing precision positioning equipment, GPS systems, laser, optical, surveying, and machine control products. Topcon Positioning Systems utilizes innovative research and development to address the constantly changing needs of construction and surveying clients. GPS Alaska, Inc. and Topcon prides themselves on providing sturdy, accurate, industry-leading products with the goal of raising productivity and safety, lowering costs, and increasing profits. The staff at GPS Alaska, Inc. has decades of ALASKA SURVEY & MAPPING EXPERIENCE and can help you target the best system for the work our clients do. We strive to provide the best SUPPORT, TRAINING, and SERVICE to each of our customers.

Job Description: GPS Alaska, Inc. is offering an excellent opportunity for an experienced sales representative to grow their career with us. We are searching for a candidate with 2-5 years of outside sales experience to work in a statewide sales territory of Alaska where you will be responsible for executing a sales plan by calling on local and statewide contractors, gathering information about customer needs, presenting GPS Alaska's precision positioning solutions, and closing the sale.

- ❖ You will be selling Topcon brand of construction lasers, optical instruments and machine control equipment to surveyors and contractors.
- ❖ Need to be willing and able to learn new technology and be able to show customers how to use it to make their work more efficient and profitable.
- ❖ Salesperson will be responsible for providing product recommendations, proposals/quotes, product demonstrations, and limited support to our customers.
- ❖ Will attend monthly management meetings and provide weekly sales and prospect updates to your Manager.
- ❖ Maintain and update equipment sales and rental inventory reports.
- ❖ Must be willing to receive guidance and direction as you are the primary link to our current and prospective clients.
- ❖ You will be required to provide excellent customer service after the sale.
- ❖ This position will require you to be driven, self-motivated and goal oriented.
- ❖ Other duties as assigned.



GPS Alaska, Inc. will assist the sales effort in various ways: from advertising to promotions, prospecting and managing to training and continued support; we will help you achieve your goals.

Qualifications: The successful candidate will possess:

- At least two years of demonstrated success in an outside sales position.
- Willingness to learn about the products we sell.
- Positive, sales-oriented personality.
- Business-like, professional appearance.
- Must be willing to travel to rural communities.
- Exceptional organizational and communication skills.
- Strong achievement drive.
- Must be computer literate.
- High school diploma or equivalent required.
- Prefer 2 or more years of sales experience.
- Prefer knowledge of construction and or survey industry.
- Prefer knowledge of Topcon or similar GPS equipment.

Benefits:

- Highly Competitive Base Salary
- Escalating Commission Rates
- Vehicle Allowance
- Cellular Allowance

Position OPEN until filled.

Please contact:

GPS Alaska, Inc.
16946 N. Eagle River Loop Rd.
Eagle River, AK 99577

907-694-8000

employment@gpsalaska.com