



California Surveying & Drafting Supply, (CSDS), an authorized Trimble GPS distributor and ESRI Business Partner, is currently seeking qualified applicants for Mapping & GIS sales positions in **Fresno and the Central Valley**.

The ideal applicant will possess the right combination of sales and personal skills, with knowledge, expertise and experience within the Mapping & GIS industry.

RESPONSIBILITIES INCLUDE:

- Identifying and developing key vertical markets within a specified territory
- Providing sales, support, training and consulting services to new and existing customers
- Interfacing and developing strong relationships with key end users
- Explaining ROI and clear financial benefits of the Trimble Geospatial portfolio
- Attending tradeshow and industry events
- Traveling extensively in the territory to ensure close customer contact

EDUCATION:

- A Bachelors degree or better in Geography, GIS, Cartography or similar.

JOB REQUIREMENTS:

- Hands-on experience with associated hardware and software from Trimble, ESRI, Laser Technology, SECO, and others.
- Two years prior sales experience (*is preferred*)
- Excellent oral, written and presentation skills.
- Strong interpersonal and relationship building skills.
- The drive and ability to excel.
- Proficiency with Microsoft Office, including PowerPoint and Outlook
- Transportation to travel throughout your designated territory
- The ability to travel for training and tradeshow, as needed.

COMPENSATION:

Compensation will be provided in the form of a base salary plus commission, based on experience and education. This position includes a complete benefits package with: health insurance, 401K profit sharing and paid vacation.

ABOUT CSDS:

Established in 1986, California Surveying & Drafting Supply (CSDS) is a leading solutions provider serving architects, engineers, contractors, land surveyors and GIS professionals throughout California. CSDS integrates a variety of technologies including GPS, laser, optical, scanning, mapping and large-format printing. An authorized distribution partner for Trimble, Spectra Geospatial, HP and more, CSDS offers a complete range of products, service, training, rentals and support.

We offer a family atmosphere with many long time employees who have been with us for 10 to 20 years or more.

For immediate consideration, please upload your resume and provide your salary history and other requested information via our online employment form or email your resume to: solutions@cstdsinc.com.