

Who We Are

GEOMAGIC Utility Solutions is a trusted and respected IT service provider to utility companies, infrastructure service providers and local authorities, with many long-standing customers. Our configurable, complex and future-proof IT solutions are in demand world-wide. We build strong partnerships with our customers and clients, who work in the United States, Germany, Switzerland, the Netherlands, and Austria. We are always looking for team players, creative minds and strategic thinkers with both common sense and a focus on quality.

How We Work

We work in small, dynamic teams with a team leader each, which makes for flat hierarchies with space for personal responsibility and growth. We focus on finishing our projects within budget and on time. Creativity and diversity are welcome at GEOMAGIC. We strive to establish an atmosphere of trust and mutual respect between everyone involved. It's our goal to satisfy our customers – and to go a step further and really wow them!

Who We Need

Sales Engineer

Job Description:

GEOMAGIC Utility Solutions is in need of a motivated Sales Engineer to grow our customer base in the US. The successful candidate will possess strong analytical and problem solving skills and be customer service oriented. This position will work closely with our company executives to develop and implement sales strategies.

Responsibilities:

- Identify and create new account relationships from leads, cold calls, and other sources
- Convert new and existing leads and opportunities into sales
- Maintain and enhance relationships with existing customers to maximize revenue growth
- Create sales plans and deliver annual sales targets
- Track leads, opportunities, forecasts, customer contacts and sales orders in GEOMAGIC's CRM system
- Maintain business domain knowledge to allow for presenting our software to potential customers

Qualifications:

- Bachelor's degree in technical or business field
- Excellent customer service orientation
- Proven written and oral communication skills
- Ability to work well with technical team members and technical or non-technical customers
- Minimum of 2 years software sales experience
- Experience with GIS technology such as Smallworld or Esri is preferred
- Proficiency in use of Microsoft Office applications
- Basic understanding of natural gas utility operations is a plus

Working Conditions:

- Position will be remotely located
- Travel to client sites is required

Benefits

- We offer a comprehensive benefits plan including healthcare, paid vacation and sick time and 401k

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Who We Need

Technical Consultant and Software Developer

Job Description:

GEOMAGIC Utility Solutions is in need of a motivated technical consultant/developer to support our growing customer base in the US. The successful candidate will possess strong analytical and problem solving skills and be customer service oriented. This position will work independently as a member of a team with responsibility for prompt and timely delivery of new development, maintenance incidents, configuration tasks, setup tasks, responding to customer questions, data change requests, and other duties as assigned by the Team Lead.

Responsibilities:

- Work independently and as a member of a team to support and enhance client GIS applications
- Perform monitoring, maintenance, and root cause analysis on client GIS applications
- Communicate directly with client users to troubleshoot issues and/or identify requirements for new or enhanced functionality
- Maintain and/or modify existing applications as part of application support or specific development projects
- Provide customer support Monday through Friday, 8:00am to 4:00pm Eastern Time

Qualifications:

- Bachelor's degree in Computer Engineering, Computer Science, Information Systems, Mathematics
- Excellent customer service orientation
- Proven written and oral communication skills
- Ability to work well with technical team members and technical or non-technical customers
- 5+ years professional experience in the following technologies
 - GIS technology such as Smallworld or Esri is preferred
 - JavaScript, HTML, XML, Web application servers
 - Windows and Linux operating systems
 - Oracle, SQL and other databases
- Experience with full lifecycle software development (SDLC) practices such as Scrum and DevOps
- Proficiency in use of Microsoft Office applications
- Basic understanding of natural gas utility operations is a plus

Working Conditions:

- Position will be remotely located (work from home) for the foreseeable future
- Travel to client sites is required as necessary

Benefits

- We offer a comprehensive benefits plan