



## Position: Outside Technical Sales (Canada, Continental US)

### Company:

- **beadedstream's mission:** Enable anyone to collect data easily from anywhere in the world.
- We are headquartered in Anchorage, AK, USA with remote employees in other parts of North America.
- We are a growing organization looking to expand our regional and industry reach and seeking new team members that complement our existing skill sets.
- We are seeking Outside Technical Sales people to grow our North American market share for our Digital Temperature Cables (DTCs) and data loggers.

### Role:

- **beadedstream** is targeting Outside Technical Sales people to aid in growth of the North American market. These roles would be a North American-wide geographic territory focused on one of the Mining or Environment industries.
- These roles are envisioned to be located in Eastern Canada and the continental US although other locations will be considered for the right candidate.
- Must be able and willing to navigate the entire sales cycle from identifying leads, scoping and quoting, securing order, order updates and post-sales initial support, with support from Anchorage-based staff.
- A deep understanding of the target territory and our products is required to be able to understand the customer's applications, propose a suitable solution and communicate it effectively to the customer.
- You should be open to prospecting, building and fostering new relationships into long term customers.
- Travel within the territory is expected in this role as local restrictions ease.

### Qualifications:

- Technical degree appropriate to the role (civil, mining, geological, environmental engineer/scientist/geologist) is preferable.
- Technical knowledge of the target industry and with existing contacts in that industry, speaks the customer's technical language.
- Experience with instrumentation and data loggers is preferable, especially temperature sensors.
- Experience with outside sales is preferable.
- Experience in developing Key Accounts at both principal and remote locations.

Questions: [844.488.4880](tel:844.488.4880)



- Bilingual is preferred (French in Canada, Spanish in US).
- Willing and able to travel when local restrictions ease to visit customers and conferences/trade shows.
- Located near a major airport for ease of travel.
- Able to work remotely and independently from home.
- Familiar with use of CRM systems, competent in Cloud based software applications.
- Detail oriented.
- Clear and concise communicator.
- Ability to work in teams from a remote location.
- **beadedstream** values the diversity of the people it hires and diverse candidates are encouraged to apply.

**To apply:** Email resume to [contact@beadedstream.com](mailto:contact@beadedstream.com)