



Technical Sales Engineer - France + V.I.E. Australia

Be part of an enthusiastic team in a fast-growing, high-tech company with an international Development

YellowScan designs, develops, and produce mapping sensors for professional drone applications. It is fully integrated, ultra-light and easy to use. These highly automated sensors are used by customers worldwide in various fields: topography, environmental research, archaeology environmental research, archaeology, civil engineering, and mining.

Our product and services have a strong focus on customer satisfaction, we are committed to providing the highest level of performance, quality, dependability, and reliability of our products and services, to rapidly develop our business worldwide, we are actively seeking the best talents to strengthen our team.

Today, we are looking for a Technical Sales Engineer, with a background in one or more of the experience in one or more of the following sectors: Topography, Photogrammetry, Lidar, Remote Sensing, GIS, Public Works, Mining & Quarrying, Forestry.

Position will be based in Melbourne, Australia.

Duties and Responsibilities of the Technical Sales Engineer

- Excellent Customer Service

Working in a team with the APAC Business Development Manager and the Customer Support Team, you will accompany customers technically (in technical support, training, advice, demonstrations, pilot projects):

- Organize and perform technical product presentations, webinars, demonstrations
- Process and present data from demonstrations and pilot projects
- Organize and conduct technical training for resellers and customers.
- Prepare the content.
- Attend conferences and trade shows to technically present products and their applications

- Technical Documentation

In team with the APAC Business Development Manager and Marketing Team,

- Prepare and conduct products testing and their applications.
- Analyze data and document results to produce technical content (datasheets, white-papers, webinars, and related task)
- Interview customers about the applications and build "customer stories" highlighting YellowScan's business benefits for its customers

- Quality assessment and technical support

Working as a team with the APAC Business Development Manager, you:

- Conduct tests of new or returned products and write test reports.
- Carry out maintenance, diagnosis, and repair of LiDAR units jointly with the production team.
- Participate in the resolution of customer requests to ensure their full satisfaction.
- Conduct Technical Training in conjunction with the Technical Support to customers and dealers in the APAC Region.

- Technical

Will be the main contact who will ensure communication between the technical teams.

Education and Work Experience

- Engineering School with one or more specializations / internships / experiences professional in the fields of Photogrammetry, Lidar, Topography, Remote Sensing/Aerial Imagery, GIS, Mines & Quarries, Forestry.

Your profile

- Proficient in English language.
- Bilingual Bahasa or Korean or Vietnamese or Thai language - will be a plus.
- Experience in handling CAD tools (Bentley, AutoCAD) and/or LiDAR processing.
- Terrasolid software application will be a plus.
- Outstanding for your analytical skills, adaptability, and curiosity of mind.
- Sense of autonomy and initiative. Ability to work independently and pro active
- Excellent interpersonal skills and strong sense of customer service.
- Excellent verbal and written communication skills in English.
- Ability to work as a team.
- Excellent organizational skills, attention to details and ability to prioritize important task.