

## **FTS Forest Technology Systems Ltd.**

[www.ftsinc.com](http://www.ftsinc.com)

*FTS - Forest Technology Systems Ltd. – is a member of the Advanced Environmental Monitoring (AEM) group. AEM is combining global leaders to provide reliable and innovative environmental monitoring and analysis solutions. Our family of innovators offer world-class technologies and services, including sensors, dataloggers, telemetry, and software that provide advanced analytics and prediction. These technologies enable decision makers to improve their reaction time to weather and environmental events, helping to protect communities, people, and infrastructure.*

*As part of the AEM family of innovators, FTS helps build resilient communities by reducing the impact of extreme weather events through reliable, secure, and innovative situational awareness. For over 40 years, FTS has been designing solutions for mission-critical applications all over the world.*

## **US Hydrology Territory Manager**

**Remote (West Coast)**

### **Job Description**

The Sales Professional's key responsibility is to sell world-renowned products and services in an assigned territory and to ensure the highest possible level of service to their accounts.

This position will own and be accountable for the sales management process – from identifying opportunities, to RFP responses, and to contract closing. This position will build and manage a pipeline and funnel business; will understand the client's business strategy and will translate their needs into business solutions.

A successful candidate is a self-starting team player, a problem solver, a seeker, and uses their knowledge of AEM products and hydrology market space to provide innovative recommendations for their clients. The candidate will be required to use their consultative and key account methodology skills. The ideal candidate will be able to conduct virtual, telephonic, and in-person meetings in a fast-paced environment and deliver results.

### **Duties and Responsibilities:**

- Proactively seek new client acquisition opportunities across the territory
- Upsell existing client base with product extension and higher value services
- Respond to inquiries from prospects to define needs and recommend solutions
- Research accounts and identify all stakeholders for call planning purposes
- Maps, navigates, and understands prospects' informal and formal decision criteria, budget process and decision makers
- Identifies complex problems and reviews related information with Sales Engineering & Field Services
- to develop and evaluate options and implement solutions
- Discusses site conditions for product installation with clients and the Field Services team to ensure site suitability
- Seek referrals from existing clients to upsell other clients
- Meet and exceed sales goals
- Provide timely and accurate sales forecasts and reports to management
- Manage sales pipeline using Salesforce.com and Outreach
- Prepare detailed presentations and proposals
- Be well informed and communicative about current industry trends

- Able to juggle priorities and be responsive to clients and management alike

**Knowledge, Skills and Abilities:**

- Understanding of CRM systems, specifically Salesforce
- Strong business knowledge of industry, products, software, services, and markets
- High technology aptitude
- Demonstrated experience conducting presentations
- Excellent written and oral communications skills, including attention to detail when communicating
- Ability to solve problems, negotiate positively, conduct cold-calls, and persuade others
- Ability to travel approximately 50% of the time

**Credentials and Experience:**

- Bachelor's degree, or a relevant combination of education and experience
- At least 3 years recent, related experience successfully selling technology products to government departments or large corporations
- Physically fit & able to work outdoors occasionally; & must have a valid driver's license plus good driving record
- Available to travel as required

**How to Apply:**

Qualified applicants are encouraged to apply in confidence to [hr@ftsinc.com](mailto:hr@ftsinc.com) with a covering letter and resume that clearly demonstrates your interest in this position.

*We thank all candidates who apply; however after initial acknowledgement of application, only those selected for further consideration will be contacted.*