



POSITION TITLE: Pre-Sales Consultant – Spatial Data

LAST UPDATED: May 2019

LOCATION: Sydney

*Ready to join a transformational team working at the forefront of location data intelligence?
It's an exciting time to be part of the growing PSMA team.*

ABOUT THE ROLE

The Pre-Sales Consultant supports the sales activity of PSMA's sales leaders and channel managers and promotes PSMA product adoption and enthusiastic usage in end user organisations. The role is both educational and advisory, helping partners and end user to understand spatial data and apply it within their business solutions. This relies on the extensive use of your technical and analytical skills to support the design and implementation of commercially viable products. In particular your business acumen and your strength in data architecture, integration and analytics will enable you to bridge the gap between the available data and the business problems to be solved.

WHO WE'RE LOOKING FOR: SKILLS

To complete the package, you'll need skills and/or experience in:

- To meet with partners and potential customers to determine technical and business requirements and ensure that all necessary information is collated prior to proposing a solution
- Provide technical solutions in a professional manner and to agreed timeframes
- Create and confidently deliver technical presentations internally and externally
- Demonstrate PSMA products and technologies effectively to audiences of varied technical knowledge
- Deliver technical training on spatial data and the use of PSMA platforms
- Provide product support to channel partners, direct customers and internal stakeholders
- Perform technical development for bespoke demonstrations and prototypes
- To structure and produce compelling sales proposals/commercial and technical documentation outlining the cost savings and business benefits to customers of using PSMA Data
- Work with Product Management to feedback on issues and opportunities with current products and provide input around new products
- Build productive relationships internally and externally, fostering teamwork by keeping colleagues updated on activities
- Provide accurate and timely management information, to include - activity reports, bid reviews, project forecasts, KPI's

WHO WE'RE LOOKING FOR: *ATTRIBUTES*

We need a strong communicator who is technically skilled, with a desire to understand and deliver on customer requirements.

From your first day, you'll bring:

- an insatiable professional curiosity.
- a positive can-do attitude and integrity in your decision making.
- a focus on accuracy, efficiency, confidentiality and timeliness in carrying out all duties.
- the ability to manage work with initiative and leadership.
- the ability to communicate complex concepts in plain language.
- a reliable and flexible approach to workload and deadlines.
- a collaborative and respectful approach to your dealings with colleagues, customers and suppliers.

Importantly, we need you to be a role model of PSMA values and enhance our already impressive [team culture](#).

JOIN OUR TEAM OF INNOVATORS

Data was once an abstract idea. Today it's woven through our lives, linking the physical and the digital, informing the choices we make in rapidly evolving social and geographical landscapes.

PSMA Australia is a trusted source of accessible location data, and an independent and self-funded company owned by the governments of Australia.

Promoting innovation is our cause. In the data-driven economy, our data powers new technologies, products and processes, improves productivity and stimulates economic growth.

With a history of collaboration and a culture of shared thinking, we push beyond what we know today to approach new challenges with a fresh perspective.

The result? For businesses and governments, the data required to make better decisions. For our people, the chance to build a meaningful career solving real-world problems.

Our values

- **Passionate about people.** We're passionate about making a difference and putting people first in the decisions we make.
- **Proven knowledge.** We have a continual thirst for knowledge, experts who are always looking to learn.
- **A leader's mindset.** We're agile and nimble, leading the way through our innovative and creative thinking.
- **Respectful collaborators.** We're respectful, optimistic and encouraging, celebrating diverse backgrounds and perspectives.

Are you ready to join us?