

# 3DUserNetVISION

## **Senior Sales Manager - Remote - £40,000 PA + 100% OTE + Stock Options**

### **About 3DUserNet**

3DUserNet is establishing itself as a leading provider of SaaS for 3D and 2D data projects in the New World of Survey. It enables users to upload, integrate, view, create and collaborate simply through a modern browser, rather than using expensive hardware and installed software.

The newly released VISION product gives the ability to upload and work online to create deliverables with a wide and increasing range of data formats for Point Clouds, Meshes, Imagery and Panoramic Imagery from UAVs and Terrestrial instruments, Models and Line Work from CAD packages.

Our global customer base ranges across survey businesses in Aerial, Terrestrial and Hydro Survey. Currently, sales are primarily direct with us or through Marketing Partnerships, but we are setting up a reseller programme to extend our reach.

We have an extremely active development programme with exciting new feature releases planned for the coming year.

Cloud solutions and online working with Survey Data is becoming one of the major changes in the survey world, set to experience rapid growth. This is an opportunity to be in at the early stages of this transformation, with a respected and highly committed team.

### **The Sales Role**

You will be the first dedicated sales person in the company, so will be a very important part of our team, hence the potential for awarding stock options to the successful candidate after a proving period.

### **Direct Sales**

You will be responsible for prospecting, contacting and securing new customers operating within our market segments, primarily Survey businesses, but also Construction and Engineering businesses who may wish to have their own online platform internally.

In the short term you will also need to act as account manager, helping to onboard and to manage any issues.

You will be expected to run an efficient sales prospecting database and process.

### **Reseller Programme**

You will be required to refine, grow and run our nascent reseller programme.

### **Exhibitions and Shows**

You will be required to organise and run our stand at the main GeoSpatial shows in the UK and overseas with the support of the senior management team.

**Expected/Preferred Experience**

Naturally as a sales person in this pivotal role we would expect a high level of proactivity, drive and autonomy.

It is vital that you have a deep knowledge of Geospatial technology and the world of Survey, in order to understand the product itself and the customer's business, being able to demonstrate the product benefits and ways it can improve workflows.

We would also expect a proven track record in selling software solutions to our target audience, and preferably, but not essentially, SaaS. It is the knowledge of the market and the industry that is of primary importance

**Working with us. - Important**

We are committed remote workers, with a registered office (but no space) in Chiswick, West London. We are a highly collaborative small group, who respect each other's skills and strengths.

We operate with non-confrontational and supportive honesty, there is no room for big egos or politics at any level. We do have high expectations of ourselves and of each other, we are all seeking to be the best we can, and to have the best company we can have and recognise that can only happen with our good team dynamic. We also respect each other's personal and family lives, they will always come first.

We would really like to hear from you if this is the type of role and opportunity you are looking for and if you agree to our working ethos.

Send a covering letter with your CV to:

Paul.Snudden@3DUserNet.com