



## Product Consultant

*Product Strategy Division*

### Job Summary

The Product Consultant provides internal and external presentations, demonstrations and technical responses related to the products and services offered by CartêGraph and educates the Sales team on how to use the sales, marketing and presentation tools available. The Product Consultant also provides product and technical assistance in Sales accounts in the assigned region and travels frequently to attend, exhibit and/or conduct product demos for sales presentations, tradeshow, seminars, conferences, user groups or client visits as may be required. The position involves close interaction with staff in the Product Strategy, Sales, Marketing, Product Development, Services and Finance & Administration.

### Requirements

Four-year degree plus at least 3 years of project management/services delivery/sales experience required OR high school diploma/equivalent plus 5 years of project management/services delivery/sales experience required. High-energy personality with the ability to inspire confidence and build solid working relationships internally with other managers and employees, as well as externally with clients and business partners. Ability to understand and communicate complex business needs and propose corresponding technology-based solutions. Ability to effectively present technical information to people at all levels, both internally and externally. Proven excellent customer service skills, including the ability to progressively probe, analyze, identify root causes of problems, provide practical solutions, and negotiate resolutions. Extensive national travel (50%) required.

### CARTEGRAPH EMPLOYEE BENEFITS

Competitive wage, group medical insurance with low deductible, free long-term disability insurance, free life insurance, Flexible Spending plan, paid time off (PTO) first year and beyond, 401(k) plan w/employer match, AFLAC voluntary benefits, free parking, team-oriented work environment, career opportunities, and promotion from within.

If you are interested in a career at CartêGraph please submit your resume to [careers@cartegraph.com](mailto:careers@cartegraph.com).