



We are recruiting Earth Scientists

Client Relationship Representatives – Americas Region

Company

Güralp is a world leader in the design, manufacture and installation of sophisticated seismic instrumentation. Our systems are used by Universities, Governments, the UN Test Ban Treaty Organisation and companies in the Civil Engineering and Energy sectors. We are the only British company in this dynamic market.

We have built well over 25,000 instruments over the last 30+ years and they are deployed literally all over the world, including deep under the sea, in the Polar Regions, down boreholes and in portable and temporary surface arrays. They detect and warn of earthquakes, monitor weapons tests, track active volcanoes, trace active fault zones and record induced seismicity resulting from human activity. We operate through a global network of 30 distributors, who represent us around the world. Over 95% of our revenues are from outside the UK.

We are now expanding our global presence and opening a US subsidiary, Güralp Systems Incorporated (GSI), based in Dallas, Texas that will represent Güralp in the North American and Latin American regions. We are looking for individuals who can understand and articulate the customer need, hence our focus on people with an Earth Science or Engineering background, who also have a commercial “edge”, perhaps, for example, with some experience of technical sales.

Role

The primary role, as a Client Relationship Representative, in a start-up office environment, is customer facing. So you would be directly involved with our customers, distributors and partners, managing many aspects of our commercial relationships with our market. As your experience and knowledge grows, there will be opportunities for international travel (hence a valid passport will be required) and you will also play a role in our international marketing activities.

Future career development will depend on our growth as a business in the Americas region. Growth will offer new opportunities in commercial and technical management roles, serving a growing regional client base.

To support your development at Güralp we have a comprehensive induction program that include spending time in the UK headquarters including time in our production and engineering facilities, repairs and customer support teams and potentially undertaking some fieldwork. This will all contribute to your understanding of how the company operates and our products are built and used, enabling you to become quickly effective in this commercial role.

Requirements

We are looking for people with Bachelors, Masters or PhD degrees with preference for Earth Science, Physics or Engineering based degrees. Experience in Seismology or Geophysics would be welcome but not essential. Candidates should already have the right to work in the United States.

Candidates should be self-starters with an interest in pursuing a commercial managerial career, in high-tech business, international business. We are especially looking for some key characteristics that are perhaps more important than academic qualifications. These skills and attributes can be summarised as the ability to:

- > work in a team – internally and externally, cross culture and cross discipline
- > sell your ideas and convince other people to follow your plan
- > communicate effectively – verbally and in writing
- > operate in a connected market – our customers form a social, scientific and business community
- > take responsibility for owning and managing a problem - and solving it
- > learn quickly – you will want to learn and grow, and accept a degree of ambiguity
- > demonstrate drive to achieve success, to win against competitors.
- > be well organised and able to prioritise and manage conflicting demands

The language skills to be communicate confidently for business in Spanish would be an advantage.

Confidence with technology is important – you will use IT and social media, and happy to be “always on”. We also value a spirit of adventure - and a “can-do” attitude – you will have perhaps done something adventurous

Recruitment process, package and next steps

If you would like to be considered please send covering letters along with your Resumes to recruitment@guralp.com as soon as possible - and ideally before 25th November. Short listed candidates would be asked to participate in a phone interview; if that is positive, then the plan would be to arrange a face to face meeting with the President of GSI and the group Güralp Chief Commercial Officer. Currently anticipated time windows for meetings in 2018 are:

- > December 10th - 14th in Washington D.C. at the annual AGU conference.
- > December 17th - 18th in Dallas, Texas. at or near GSI's offices

We anticipate hiring up to two people, with the aim of starting employment around February 2019. We will be offering a competitive salary including benefits depending on experience and qualifications, and a limited relocation allowance, in the form of accommodation support while establishing a base.

If this is not right for you, please do pass it on to friends and colleagues who you feel may be interested.

All personal data will be held in accordance with our Privacy Notice and further details can be provided.

No applications or Resumes from Agencies or 3rd parties please.

