GIS Account Manager, Infrastructure & Utilities

OPS

Metamora, IL

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About Us: Cloudpoint Geospatial is a dynamic geospatial solutions provider specializing in Geographic Information Systems for organizations such as local governments, utilities, campus facilities, and public safety. Our mission is to provide location-based tools and services that enable organizations to make informed, data-driven decisions. We improve the lives of the people we serve and create enthusiastic users of geospatial technology, all while maximizing enjoyment in the lives of our team members.

Cloudpoint Geospatial is an equal opportunity employer. All qualified applicants will be considered for employment without regard to race, color, age, sex, national origin, religion, mental and/or physical disability, or sexual orientation. We are committed to providing reasonable accommodations to applicants and employees with disabilities. If you need an accommodation to complete the application process or perform the job duties, please let us know.

Position: GIS Account Manager, Infrastructure & Utilities

Company: Cloudpoint Geospatial, Inc.

Job Type: Full-time. Hybrid or remote, with a preference for in-office (Metamora, IL)

Job Description:
Cloudpoint Geospatial is looking for an energetic, self-motivated GIS Account Manager to grow and support our Infrastructure & Utilities client base. You'll work with utility customers and transportation agencies to help them optimize their investment in the ArcGIS platform. The ideal candidate is a GIS professional, likely currently serving in a GIS role at a utility, transportation agency, or consulting firm today, who is ready to step into a client-facing role.

No sales experience is required; however, we will need someone who knows utility and transportation GIS from hands-on work, enjoys working with people, and has a gift for communicating GIS concepts to end users and decision-makers. You'll help clients understand what GIS can do for their organization, from asset inventories and Utility Network migrations to field data collection and roadway asset management.

This position works alongside our Infrastructure & Utilities Team Leader and technical team to recommend, scope, and deliver solutions to clients. Prospective candidates should be energetic, organized, and comfortable working both independently and as part of a team.

Responsibilities and Duties:

- Serve as a main point of contact for utility, transportation, and infrastructure clients.
- Conduct cold outreach to new prospects by phone, email, and LinkedIn
- Educate clients on GIS best practices, including ArcGIS Utility Network migration
- Lead client discovery meetings with support from technical staff to present demonstrations of proposed solutions
- Identify client needs and opportunities for new projects, renewals, and expanded services.
- Coordinate the development of scopes, quotes, and proposals with our Infrastructure & Utilities Team Leader and technical staff.
- Grow relationships and new business through outreach, referrals, and industry networking, including exhibiting at conferences.
- Track client activity in our CRM and stay current on Esri technology and industry trends.
- Travel for client meetings, conferences, and events approximately 2 to 3 days per month.

Minimum Qualifications:

- 5+ years of hands-on GIS experience working with utilities, transportation, or infrastructure projects
- Working knowledge of the Esri ArcGIS platform (ArcGIS Pro, ArcGIS Online and/or ArcGIS Enterprise)
- Strong interpersonal and communication skills, with a natural ability to teach and explain technical concepts
- Self-motivated, high-energy, and driven to take initiative
- Excellent communication skills and a positive attitude
- Ability to present and translate technical workflows into client benefits.

Desired Qualifications:

- Experience in sales, business development, or consulting for professional services
- Familiarity with the ArcGIS Utility Network and field data collection apps (Field Maps, Survey123)

- Previous experience in a leading GIS role at a utility or transportation agency
- Experience presenting GIS concepts, leading meetings, and professional networking
- GISP certification or progress toward it

Work Context:

- Frequent computer-based work in an office or home office setting.
- Mostly sedentary with occasional fieldwork (standing, walking, lifting 20 lbs).
- Frequent interaction with coworkers and clients requiring clear communication.
- Regular travel by vehicle and occasional air travel for events.

Compensation: $60,000 to $95,000 base salary, plus eligibility for sales commission.

Benefits: Health insurance reimbursement, 401(k) with company match, remote work environment, Tuition and training reimbursement, Profit sharing, PTO and paid holidays, Cloudpoint apparel stipend, employee referral program.

How To Apply: cloudpointgeo.com/apply

The pay range for this role is:
60,000 - 95,000 USD per year (Home office)
60,000 - 95,000 USD per year (Remote)

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United States (English)