About us

Vista Clara Inc. is a technology based-company that develops and manufactures magnetic resonance tools for groundwater characterization. In addition, our advanced nuclear magnetic resonance (NMR) geophysical instruments are used for environmental, mining, and energy resource investigations.

In business since 1997, Vista Clara is the world's only geophysical instrumentation company with an exclusive focus on NMR technology. Our unique expertise enables the company to rapidly develop and commercialize technologically advanced NMR instruments, and to leverage our portfolio of hardware and software technologies across a growing line of products.

In addition to developing, building, and selling a range of NMR-based geophysical instrumentation, Vista Clara also rents its full product line and provides professional field services to customers globally. A commitment to customer satisfaction and a dedication to fostering strong ties with our users are cornerstones of our business.

Job Description

Geoscience professional in Sales and Customer Services

Vista Clara is seeking a full-time Geoscience Professional with 2–10 years of experience in sales and customer service. Applicants with more extensive experience are also encouraged to apply. Applicant will be expected to travel for field services and customer training in surface-based and borehole geophysics.

The Geoscience Professional will be a member of the Sales and Customer Services team at Vista Clara. This role is ideal for a motivated early- to mid-career professional looking to join a dynamic, high-tech company. The successful candidate will manage a portfolio of sales opportunities, corresponding directly with potential customers to develop business for equipment sales and commercial services. The candidate will also be responsible for providing technical support for the company's products to customers across all time zones. The candidate will conduct field work for commercial services and customer trainings within the U.S. and internationally, including to remote and challenging locations. Up to 60-90 days of travel per year may be expected. Timing of travel is dictated by customer requirements and can occur on any calendar days of the year. Although rare, short-notice travel (24-hour notice) may be required. Responsibilities also include inventory management and upkeep of high-value geophysical instrumentation. This position requires excellent communication skills, a focus on organization, significant domestic and international travel, ability to work outside and offshore in all weather conditions, and ability and interest in learning on a continuing basis.

Requirements

- Bachelor's or Master's degree in a relevant geoscience field (e.g., geology, geophysics, hydrology, geotechnical engineering, or related discipline)
- 2–10 years of relevant post-graduate experience
- Excellent written and verbal communication skills
- Strong problem-solving and troubleshooting abilities
- Strong organizational and time management skills, with the ability to prioritize multiple tasks and make independent decisions aligned with company goals

- Experience in technical sales, client support, or customer engagement
- Ability to translate technical concepts for non-technical audiences
- Willingness to continuously learn, take on diverse responsibilities, and collaborate across disciplines in a small team environment
- Experience operating geophysical equipment (e.g., TEM, seismic, CPT, or NMR tools)
- Ability to work outdoors and offshore in varying weather and terrain conditions
- Willingness to travel domestically and internationally, up to 60-90 days/year
- Ability to lift and carry geophysical equipment up to 50 pounds
- U.S. citizenship or legal authorization to work in the United States, with the ability to pass a criminal background check
- Clean driving record
- Ability to obtain the following certifications
  - Active 40-hr HAZWOPER
  - Active MSHA Part 48b
  - BOSIET or US Coast Guard STCW

Preferred Qualifications:

- Advanced degree (Masters, PhD)
- Prior experience with NMR geophysics
- Experience with CRM systems
- Experience preparing technical documentation, including manuals and training materials

Key Areas of Responsibility

This team member will support Vista Clara's Sales and Customer Support team, with a focus on commercial sales, customer support, and training for various NMR-based products. Responsibilities include supporting customer engagements, preparing quotations, delivering product training, and contributing to sales and technical support activities, including fieldwork at customer location. This position reports to the Sales Manager.

Applying

Please submit your resume though indeed or through the company website. Attachment of a cover letter is preferred.

Salary

$82,500-$115,000 based on education and experience.

Benefits

- Health Insurance that begins the 1st day of the month following your start date
- SEP-IRA account with annual contributions by the employer
- 20 days of PTO
- 6 paid holidays
- Optional life insurance