



Field Office Operations Coordinator

- Based in Launceston, Tasmania
- Exciting agriculture technology start-up opportunity for early career individual
- Award-winning social impact technology company with global links
- Certified B Corp

About the role

As Odyssey Sensors' first representative in Australia, this early-career position offers in-depth opportunities to engage firsthand with experienced start-up entrepreneurs and play a key role in growing a mission-driven company. This roll-up-your-sleeves semi-technical position will: immerse the successful candidate in all aspects of the development and roll-out of the company's agriculture sensor technology products; provide hands-on support to technology development partners (in Launceston); interact with product early adopters (worldwide); coordinate feedback from the field to ensure top notch customer support and care; identify areas for product improvement and new product ideas. Reports to US-based CEO.

- Liaise between company, customers, and product development partners
- Furnish hands-on support in the lab, factory floor, and field
- Define and raise product technical issues for resolution by appropriate stakeholders
- Visit product deployment sites to strengthen customer relationships and satisfaction
- Identify areas for business development opportunities and novel uses of products

Skills/experience

- Collaborate with senior executive & technical leadership across dispersed organisations
- Demonstrate exceptional work ethic; invest the hours required to "get the job done"
- Possess confident verbal and written communication skills
- BA/BS or equivalent practical experience, preferably with background in engineering
- Collect and furnish data & insight from lab, factory, and field to support company decision making
- Perform product tests in field (agricultural) environments
- Possess proactive organisational skills
- Demonstrate products to customers
- Interface between company and manufacturers
- Nurture current relationships; establish new ones with prospective clients and partners



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Culture & benefits

Odyssey Sensors measures purpose in addition to profits. We are a team of engineers, scientists, social-impact investment professionals, and business leaders dedicated to designing, developing, and delivering affordable sensors and sensor networks that increase the financial and environmental sustainability of smallholder farms. We are a certified [B Corporation](#).

We foster an entrepreneurial working environment offering our employees a high degree of autonomy and independence. As a company with team members on four continents, we strive to create a dynamic employment experience by ensuring the tools to effectively communicate and distribute responsibilities across the team. Odyssey Sensors takes seriously its commitment to developing, motivating, and retaining the right people on its team.

Compensation

Competitive and commensurate with experience.

About Odyssey Sensors

The company won the Tata Idea Idol and the Skoll Venture Award for its original prototype of the HealthyShrimp Salinity Sensor, an affordable salt meter aimed at increasing crop yields, improving livelihoods of farmers and their families, and reducing the negative environmental impacts often associated with aquaculture. The company's leadership has extensive experience working in developing countries. In 2015, it raised seed funding from 11 external investors.

Odyssey Sensors' primary prototyping and manufacturing partner, Definium Technologies, is a Launceston-based hardware, software, and systems integration company. The firm brings substantial experience in technology R&D, sensor design, rapid prototyping, and advanced manufacturing. The successful candidate will represent Odyssey Sensors in its relationship with Definium Technologies.

If you would like more information about this opportunity, please contact **Wayne Turner, CEO of Odyssey Sensors** at w.turner@odysseysensors.com or at +1 (845) 399-6267 (U.S.).