

O&G Business Development

Our Client designs and manufactures the most innovative surface mounted Artificial Lift systems for Oil and Gas producers across the world.

This position is responsible for developing new leads, closing new contracts, as well as maintaining a high degree of contact with existing customers.

Qualifications/Requirements:

- Technical Sales Engineer with 2-3 years of oil and gas services experience
- Artificial Lift, Beam Pump experience or both is required
- SROD and/or Rodstar software experience is an asset, however, not required.
- Willingness to continue learning technically and professionally

Core Competencies:

- Considered a 'true hunter'
- Managing Performance: The ability to take responsibility for one's own performance, by setting clear goals and expectations, tracking progress against the goals, ensuring feedback, and addressing performance problems and issues promptly.
- Persuasive Communication: The ability to plan and deliver oral and written communications that make an impact and persuade others.
- Interpersonal Awareness: The ability to notice, interpret, and anticipate others' concerns and feelings, and to communicate this awareness empathetically to others.
- Building Collaborative Relationships: The ability to develop, maintain, and strengthen partnerships with others inside or outside the organization.
- Entrepreneurial Orientation: The ability to look for and seize profitable business opportunities; willingness to take calculated risks to achieve business goals.
- Personal Credibility: Demonstrated concern that one be perceived as responsible, reliable, and trustworthy.

Reporting Relationship:

- Reports directly to the CEO.

Authority:

- Business Development position has the authority to developing new leads, closing new contracts as well as maintaining a high degree of contact with existing customers.

If you are interested in this position, please contact Catherine at catherine@catherinebrownlee.com.

