

# Business Development Manager – Middle East

## The Company

At Geoteric we believe a thorough understanding of the Earth can shape new perspectives and provide solutions to some of the greatest challenges we face today.

For over 30 years, we have expanded what's possible in the world of geological interpretation and we still love doing it. Guided by our people, we're proud of the role we play in bringing science and technology together, which is why we continue to rewrite the rule book when it comes to seismic interpretation.

Used across the globe, our geological evaluation software complete with our integrated intelligence offering allows interpreters to combine their knowledge with the best possible picture for a more detailed understanding of the subsurface.

## The Role

We have a great opportunity in our Sales team as we expand our presence globally. This exciting new role will drive revenue growth across the Middle East at a pivotal time for Geoteric.

You will have a strong network throughout the Middle East region and must be able to develop opportunities across asset groups and throughout the value chain within NOCs.

You will follow a defined sales strategy to win new business with short sales cycles and execute growth strategies to harvest existing customers and onboard new clients

A key component of the role is understanding Geoteric's software and leveraging your own technical background, and our technical team, to convey the Geoteric value proposition to customers.

Success in this role will involve increasing the sales pipeline within the territory and increasing Geoteric's software footprint in existing accounts.

Enthusiasm, drive, excellent social skills and a capability to engage directly and consultatively with a wide range of customers is essential to deliver success in this role.

## Responsibilities

- Deliver quarterly and annual territory sales targets.
- Articulate the differentiated value proposition and adapt to clients' needs through value-based selling.

- Increase Geoteric's market penetration in assigned accounts, develop and nurture key relationships.
- Increase awareness within existing accounts, achieve senior level exposure and buy in to create a collaborative relationship.
- Develop growth strategies for targeted accounts, implement detailed account plans and identify key stakeholders.
- Maintain and update the CRM system with sales activities.
- Prepare software and services proposals and quotes, deliver to the client and negotiate to close.

## **Qualifications, Experience and Skills**

- Educated to degree level in a Geosciences or related Earth Sciences discipline.
- Minimum of 5 years' experience in selling geoscience software applications, ideally in geological modelling, to E&P companies of all sizes.
- Recent experience of working in the Middle East region, with a strong industry network.
- Excellent customer engagement skills, particularly an ability to establish new customer relationships, with decision makers as well as technical experts.
- Demonstrable success in generating new business opportunities and growing existing accounts.
- Experience in developing a strategic sales process to deliver significant growth in targeted accounts.
- Highly motivated and innovative individual with a willingness and ability to travel, subject to Covid-19 considerations

## **Relationships**

- This role reports to the SVP Global Sales and works closely with the EMEA sales and geoscience teams.

## **Location**

The position is based in the UK, with regular travel to the Middle East, flexibility to work remotely and occasional travel to our Geoteric London office.