

# Sales Account Manager - Norway

## 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, from our roots in medical imaging technology, we have expanded what's possible in the world of geological interpretation and we still love doing it.

Through our AI powered workflow, subsurface understanding is being redefined. Our SaaS offering and digitisation strategy are aligned to support a range of energy transition projects including carbon capture and storage.

Guided by our people, we're proud of the role we play in bringing science and technology together to provide innovative solutions across the globe.

## The Role

The Sales Account Manager (SAM) is a sales position with responsibility for driving growth in Norway at a pivotal time for Geoteric.

You will create, build and close new sales opportunities, whilst also expanding the established customer base.

You will follow a defined sales strategy to win new business with short sales cycles and execute growth strategies to harvest existing customers. You will leverage your own technical background, and our technical team, to convey the Geoteric value proposition.

The SAM requires an extensive industry network throughout the Norwegian market and you must be able to develop opportunities across asset groups and throughout the value chain.

An enthusiasm and capability for engaging 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.
- Identify and establish Geoteric's position with new logos.
- 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.
- 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

- Demonstrable success in generating new business opportunities
- Excellent customer engagement skills, particularly an ability to establish new customer relationships, including at executive levels and with technical experts.
- Recent experience of working in Norway, with a strong industry network.
- Experience of selling software solutions into Asset Groups
- Experience in developing a strategic sales process to deliver significant growth in targeted accounts.
- Highly motivated and innovative individual who can work both independently and collaboratively as required, to achieve success.
- Educated to degree level in a Geosciences or related Earth Sciences discipline.
- Minimum of 5 years' experience in selling advanced geophysical software applications to E&P companies of all sizes.

## Relationships

The SAM reports into the SVP- Global Sales & Marketing and will have management responsibility for the Technical Sales Manager – Norway.

## Location

The position is based in Norway or a UK location may be considered.

## Travel

Regular travel throughout Norway and occasional international travel will be required.