

Sales Manager – North America

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

Responsible for driving revenue growth in the assigned region, you will create, build and close new sales opportunities, whilst also expanding the established customer base.

The Sales Manager will identify and communicate the value of Geoteric to key decision makers and manage opportunities through the customer procurement process to a successful conclusion.

Equipped with an enthusiasm and capability for engaging directly with potential customers to explore their G&G challenges, you will identify innovative solutions offered by Geoteric.

Responsibilities

- Expand the Geoteric customer base in the assigned territory.
- Identify and prioritize new customers and sales opportunities.
- Ensure sales performance matches quarterly and annual targets.
- Develop growth strategies for targeted accounts, identify key stakeholders and implement action plans successfully.
- Identify, generate and close sales opportunities.
- Prepare, deliver and negotiate customer proposals, quotations and tenders.
- Communicate the value of Geoteric to all stakeholders.

Qualifications, Experience and Skills

- Demonstrable success in generating new business opportunities and growing existing accounts.

- 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 the assigned region, 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 Sales Manager reports into the SVP Global Sales & Marketing.

Location

Houston.

Travel

Regular domestic and occasional international travel will be required.