

Lead Geoscientist - EAME

The Company

Tried, tested, trusted, Geoteric is the Home of AI for Energy.

Already the global frontrunner in AI seismic interpretation software, we're entering an exciting phase of growth, backed by a new investment group.

Our interpretation software is used across the energy industry and has been enhanced in recent years with revolutionary, first-to-market AI technology to achieve an accurate visualisation of the subsurface, faster than ever before.

We are proud to be playing a part in the journey to Net Zero, helping our customers to optimize the world's resources today while paving the way for a more sustainable tomorrow.

At Geoteric, we don't just shape a better understanding of the earth, we shape careers. Join us on the journey...

The Role

As a key member of the EAME regional team, the Lead Geoscientist works closely with the Regional Manager to provide technical leadership and deliver excellent levels of client support throughout the sales cycle. You will engage across our client organisations as a product evangelist, quickly establishing rapport and technical respect with decision-makers, to become a trusted advisor. A key part of this role involves representing Geoteric at industry events and conferences to promote the Geoteric value proposition.

You will also be expected to share knowledge and expertise across the EAME team and support continuous improvement activities.

Commitment, energy, confidence and a desire to find innovative solutions offered by Geoteric will be key to achieving success in this role.

Full training will be provided in the use of Geoteric software, workflows and practices.

Responsibilities

- Engage with clients at a senior level to understand complex interpretation challenges and provide solutions.
- Work with sales and marketing to identify sector-appropriate sales stories.

- Identifies opportunities for business growth within client organisations e.g. additional licenses, projects, training and consultancy, and refers leads to the Sales team.
- Provide high-level technical expertise to support the Sales team during business development, sales visits, evaluations, consultancy and client support activities.
- Assist the Sales team with the preparation of commercial tenders.
- Provides technical judgement to help the Sales team determine the commercial viability of potential solutions available.
- Identify and investigate gaps in the Geoteric workflow and develop new & novel solutions to client and internal challenges.
- Deliver services projects to agreed objectives and timeframes, including complex projects and the investigation of new workflows.
- Write and present conference abstracts, papers, society talks and key client presentations.
- Mentor other members of the Geosciences team in technology, industry workflows and business processes.

Personal Profile

- BSc, MSc, or PhD in Geology or Geophysics (or equivalent).
- 8 years' plus industry experience, with a minimum of 2 years in an Exploration or Development group with an Operator and ideally including experience with a Consultancy or Services organisation.
- Significant experience in interpreting complex 3D seismic data,
- Track record of working in an exploratory manner with clients and colleagues to troubleshoot and identify a range of technical solutions.
- Experience in delivering project work to meet specific deadlines and requirements.
- Willingness to travel regularly throughout the EAME region.

Personal Competencies

- Able to establish a high level of professional credibility with clients at all levels.
- Uses networking opportunities effectively to actively promote the value and reputation of Geoteric.
- Proactively shares knowledge of client organisations and activities with Sales.
- Considers the best interests of the business and clients when prioritising tasks.
- Strives for technical excellence within the commercial considerations of the business.
- Demonstrates a creative approach to problem-solving.
- Able to express opinions assertively and constructively.
- Will 'go the extra mile' to achieve high levels of customer satisfaction.
- Disposition to think outside the box and push the boundaries of current practice.
- Takes ownership to deliver success at a personal level and within any team context.

Relationships

The Lead Geoscientist reports to the Regional Manager – EAME and will work closely with the regional sales team.

Location

London.

Travel

Regular travel throughout the EAME region, often at short notice.

Salary & Benefits

An attractive compensation package will be offered in line with experience. Our benefits include:-

- A 9-day fortnight working pattern
- Generous annual holiday allowance, starting at 28 days plus public holidays
- Pension Plan
- Life Insurance
- Private Health Care
- Discounted retail scheme
- Personal Development opportunities
- Professional subscriptions
- Time off to volunteer
- Cycle to Work scheme

Join us?

If you are interested in this opportunity, please send your CV to careers@geoteric.com.