

## **Regional Sales Manager – Perth**

### **The Company**

GeoTeric is a global leader in the development and commercialization of advanced 3D seismic analysis technology. It delivers innovative software that is changing the nature and productivity of seismic interpretation.

Our current client base comprises more than 100 E & P companies worldwide including industry leading NOCs and Integrated Energy companies.

The Company has offices in Perth, Kuala Lumpur, Houston, Newcastle upon Tyne and London.

### **The Role**

The Regional Sales Manager has responsibility for driving growth in the region which includes Australia, New Zealand, and part of Asia. The role is to create, build and close sales opportunities with established customers, whilst also expanding the customer base.

The Regional 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. An enthusiasm and capability for engaging directly with existing and potential clients to explore their G&G challenges, and identify innovative solutions offered by GeoTeric is essential to deliver success in this role.

### **Responsibilities**

- Expand the GeoTeric customer base in the region.
- Develop GeoTeric's relationships with existing customers.
- Ensure sales performance matches quarterly and annual targets.
- Identify and prioritise new customers.
- Penetrate, map out and understand the organisational structure of strategic accounts and develop an effective network.
- Develop growth strategies for targeted accounts, identify key stakeholders and implement action plans successfully.
- Increase GeoTeric's market share in assigned accounts, develop and nurture key relationships.
- Communicate the value of GeoTeric to all stakeholders.
- Identify, generate and close sales opportunities.
- Prepare, deliver and negotiate customer proposals, quotations and tenders.

### **Qualifications, Experience and Skills**

- 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.
- Recent experience of working in Australia and throughout the APAC region, with a strong industry network.
- Experience of selling software solutions into Asset Groups
- Excellent customer engagement skills, particularly an ability to establish new customer relationships, including at executive levels and with 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 who can work both independently and collaboratively as required, to achieve success.

### **Reporting and Relationships**

The Regional Sales Manager reports to the VP Global Sales.

Close collaboration with the Regional Sales teams will be required.

### **Location**

GeoTeric's Perth office.

### **Travel**

Regular international travel will be required.