

# Sales Account Manager – 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 optimise 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

We have a great opportunity in our Sales team as we expand our presence globally. This exciting new role will drive new business expansion across the EAME region at a pivotal time for Geoteric.

The Sales Account Manager is responsible for driving revenue growth in the South Caucasus, Caspian (excluding Russia), and India territory. Your focus will be on creating, building, and closing new sales opportunities and developing long-term growth plans.

You will follow a defined sales strategy to win new business with accelerated sales cycles as well as executing growth strategies to harvest strategic accounts and onboard new clients.

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

You will be proactive and tenacious, and have a track record of developing and closing new business in the territory along with a strong industry network. Experience in developing opportunities across asset groups and throughout the value chain is key.

Success in this role will involve increasing the sales pipeline for software and services products and closing those opportunities in short time frames.

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

## Responsibilities

- Deliver quarterly and annual territory sales targets.

- Exit existing opportunities with short sales cycles while building pipeline in the region.
- Articulate the differentiated value proposition and adapt to clients' needs through value-based selling.
- Define and execute account plans for growth in existing accounts.
- 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.

## Personal Profile

- Demonstrable success in generating new business opportunities and growing existing accounts.
- Excellent customer engagement skills, particularly an ability to establish new customer relationships, with decision-makers as well as technical experts.
- Critical recent experience working in the territory, with a strong industry network.
- You should have a strong interest in digital evolution, AI, and its application to subsurface technology.
- 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.
- Educated to degree level in a Geosciences or related Earth Sciences discipline.
- Minimum of 5 years' experience in selling geoscience software applications, to E&P companies of all sizes.

## Relationships

This role reports to the Regional Manager - EAME and will liaise closely with the regional sales and geosciences team.

## Location & Travel

The position is based in London with regular travel throughout the territory.

## Salary & Benefits

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

- A 9-day fortnight working pattern
- Flexible working
- Generous annual holiday allowance, starting at 28 days plus public holidays
- Pension Plan
- Life Insurance
- Private Health Care

- 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](mailto:careers@geoteric.com).