

Sales Account Manager – Latin America

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 revenue growth across the Latin America region (LAM) at a pivotal time for Geoteric.

The Sales Account Manager is responsible for driving revenue growth in a range of key accounts, headquartered in NAM. Your focus will be to create, build and close new sales opportunities and develop long-term growth plans.

You will follow a defined sales strategy to win new business with accelerated sales cycles and execute 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, have a strong industry network throughout LAM, and must be able to develop opportunities across asset groups and throughout the value chain.

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

Enthusiasm, drive, excellent social skills, and a capability to engage directly and consultatively with a wide range of customers are 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.
- 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.
- Recent experience working in the LAM region, 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 SVP Global Sales & Marketing. You will lead and deploy local geoscientists to achieve the territory goals.

Location & Travel

The position is based in Rio de Janeiro with regular travel throughout the region and occasional international travel.

Salary & Benefits

An attractive compensation package will be offered.

Join us?

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