

# Sales Account Manager – Middle East

## 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 Middle East at a pivotal time for Geoteric.

You will be proactive and tenacious, have a strong network throughout the Middle East region, and must be able to develop opportunities across asset groups and throughout the value chain within NOCs.

You will follow a defined sales strategy to win new business with accelerated sales cycles and execute growth strategies to harvest existing customers 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.

Success in this role will involve increasing the sales pipeline for software and services products.

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.

- 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.
- Develop growth strategies for targeted accounts, implement detailed account plans and identify key stakeholders.
- 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

- Recent experience working in the Middle East region, with a strong industry network.
- 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.
- Minimum of 5 years' experience in selling geoscience software applications, to E&P companies of all sizes.
- 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.

## Relationships

This role reports to the Regional Manager – EAME. You will lead and deploy local geoscientists to achieve the territory goals and ensure alignment with our global geoscience processes.

## Location & Travel

The position is based in Dubai 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](mailto:careers@geoteric.com).