

Sales Account Manager – North 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 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

We have a great opportunity in our Sales team as we expand our presence globally. This exciting role will drive revenue growth across the North America region (NAM) 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 short sales cycles, define and execute growth strategies to harvest existing customers.

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

You will have a strong industry network 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 within the territory.

Enthusiasm, drive, excellent social skills, and the ability to engage directly and consultatively with a wide range of customers are essential to 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.
- Excellent customer engagement skills, particularly an ability to establish new customer relationships, including at executive levels and with technical experts.
- Recent experience of working in North America, with a strong industry network.
- Experience of selling software solutions into Asset Groups
- 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.
- 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.

Relationships

The Sales Account Manager reports to the SVP, Global Sales & Marketing, and manages the regional sales team.

Location & Travel

Houston. Occasional domestic and international travel.

Salary & Benefits

An attractive compensation package will be offered in line with experience, including a substantial commission plan. Our benefits include:-

- 9-day fortnight working pattern
- 401k Plan
- Life Insurance
- Generous Health Care plan
- Personal Development opportunities
- Professional subscriptions
- Time off to volunteer

Join us?

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