

# Senior Onsite Geoscientist – Malaysia

## 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

This is a technical position within the Sales team, based in Kuala Lumpur. The Senior Onsite Geoscientist plays a pivotal role in delivering high-quality technical expertise and client engagement to support Geoteric's business growth across the Southeast Asia region.

The primary focus of this role is to provide on-site user support to Geoteric's largest customer in the region. The successful candidate will ensure that customers gain maximum value from Geoteric solutions through seamless deployment, efficient operation, and workflow optimization within their environment.

Key responsibilities include installation and configuration support, troubleshooting technical issues, and providing day-to-day workflow assistance to users. The role also involves delivering training and knowledge transfer sessions, supporting ongoing projects by integrating Geoteric workflows, and advising on best practices.

In addition, the Senior Onsite Geoscientist will monitor performance, recommend improvements, and act as a bridge between the customer and Geoteric's global experts, ensuring effective communication, compliance with licensing requirements, and identification of opportunities for workflow enhancement.

Comprehensive training will be provided on Geoteric's software, workflows, and practices.

Success in this role requires enthusiasm, drive, strong interpersonal skills, and the ability to engage directly and consultatively with a wide range of customers.

Career progression within the role will focus on developing the commercial and technical skills required to communicate the Geoteric value proposition effectively. Future career paths may include advancement into technical leadership, business development, or sales positions within the organisation.

## Responsibilities

1. **Technical & Client Support**
  - o Provide technical expertise to support the Sales team during business development, client meetings, evaluations, and post-sales activities.
  - o Provide supervision and work closely with Geoteric Geoscientists on-site at the client's location.
  - o Deliver on-site and remote consultancy, workflow support, and software demonstrations to clients.
  - o Deliver on-site and remote user support regularly to ensure effective software usage and client satisfaction.
  - o Assist with software demonstrations, technical presentations, training sessions, and user support as required.
  - o Respond to client queries with professionalism, maintaining high technical standards and ensuring prompt, effective solutions.
  - o Deliver Geoteric services projects in accordance with agreed objectives, quality standards, and timelines.
  - o Submit weekly reports for on-site support activities to the Account Manager.
2. **Business Growth & Opportunity Identification**
  - o Identify opportunities for business growth within client organisations (e.g. additional licenses, consultancy, projects, or training) and refer qualified leads to the Sales team.
  - o Deliver initiatives that drive the adoption and expansion of Geoteric within exploration and development asset teams.
  - o Share opportunities and key client insights with the Sales team to support account strategies and business development plans.
  - o Maintain strong relationships with clients to ensure long-term engagement and satisfaction.
  - o Maintain accurate and up-to-date records of activities in the CRM system.
3. **Workflow Development & Innovation**
  - o Investigate and develop new geoscience workflows to address both client and internal challenges.
  - o Collaborate with Product and R&D teams to provide feedback and contribute to the continuous improvement of Geoteric's software and solutions.
4. **Knowledge Sharing & Thought Leadership**
  - o Create and deliver technical webinars, workshops, and training sessions to promote Geoteric solutions and share best practices.
  - o Prepare and present technical papers, conference abstracts, and case studies at industry events.
  - o Contribute to the creation of technical content for marketing materials, including case studies, blogs, and promotional content.
  - o Support marketing initiatives by contributing technical insights and success stories.

## Personal Profile

- Bachelor's or Master's degree in Geology, Geophysics, or a related Geoscience discipline, with relevant industry experience between 5 to 7 years.
- Proven experience collaborating with clients and colleagues to troubleshoot challenges and deliver effective technical solutions.
- Demonstrated ability to plan and deliver project work that meets defined objectives, deadlines, and quality standards.
- Strong customer engagement and relationship management skills, with the ability to build trust and long-term partnerships.
- Excellent written and verbal communication skills, including the ability to present complex technical concepts clearly and confidently.
- Highly motivated, innovative, and proactive approach to problem-solving and continuous improvement.
- Displays professional pride, accountability, and attention to detail in all aspects of work.
- Strong working knowledge of seismic interpretation and geophysical analysis workflows, preferably using Geoteric or similar geoscience platforms.
- Proven ability to manage client relationships and deliver projects independently with minimal supervision.
- Experience delivering technical training, webinars, or conference presentations is an advantage.
- Committed and enthusiastic team player capable of managing multiple tasks and responsibilities within tight deadlines.

## Relationships

The Senior Onsite Geoscientist will report to the Regional Sales Manager and liaise closely with the regional geosciences teams.

## Location & Travel

The position is based in Kuala Lumpur and you will be based at the customer site and/or in the Geoteric office when required. There may be occasional travel required within the SE Asia region.

## Salary & Benefits

A competitive salary & benefits package will be offered in line with skills and experience. A bonus plan and 9-day fortnight working pattern will be made available following the successful completion of a probationary period.

## Join us?

If you are interested in this opportunity, please send your CV to [careers@geoteric.com](mailto:careers@geoteric.com).