

Senior Account Manager – Kuala Lumpur

The Company

GeoTeriC is a global leader in the development and commercialization of advanced 3D seismic analysis technology. It delivers innovative software that is changing the nature and productivity of seismic interpretation.

Our current client base comprises more than 100 E & P companies worldwide including industry leading NOCs and Integrated Energy companies.

The Company has offices in Newcastle upon Tyne, London, Houston, Perth and Kuala Lumpur.

Job Purpose

The Senior Account Manager is a sales position with responsibility for driving growth in the South East Asia region. The role is to build and close sales opportunities with established customers, whilst also expanding the customer base by creating and closing new software sales.

The Senior Account Manager will identify and communicate the value of GeoTeriC to key decision makers and manage opportunities through the customer procurement process successfully. An enthusiasm and capability for engaging directly with existing and potential clients to explore their G&G challenges, and identify innovative solutions offered by GeoTeriC is essential to deliver success in this role.

Principal Activities

- Expand the GeoTeriC customer base in the region.
- Develop GeoTeriC's relationships and position with existing customers.
- Ensure sales performance matches quarterly and annual targets.
- Identify and prioritise new customers.
- Penetrate, map out and understand account organisations whilst developing an extensive network throughout the organisation
- Develop growth strategies for targeted accounts, identify key stakeholders and implement action plans successfully.
- Increase GeoTeriC's market share in assigned accounts, develop and nurture key relationships.
- Communicate the value of GeoTeriC to all stakeholders.
- Identify, generate and close sales opportunities.
- Prepare, deliver and negotiate customer proposals, quotations and tenders.

Qualifications, Experience and Skills

- 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.
- Recent experience of working in South East Asia, with a strong industry network.
- Experience of selling software solutions into Asset Groups
- Excellent customer engagement skills, particularly an ability to establish new customer relationships, including at executive levels and with technical experts.
- Demonstrable success in generating new business opportunities and growing existing accounts.
- 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.

Reporting and Relationships

The Senior Account Manager reports to the VP Global Sales and has management responsibility for the Regional Sales Manager.

Close collaboration with the Regional Sales teams will be required.

Location

GeoTeric's Kuala Lumpur office.

Travel

Regular international travel will be required.