



## **Directional Drilling Sales Representative**

### **Description:**

**Standard Directional Services Ltd** is seeking a Sales Representative based in our Calgary office. The successful candidate will be a motivated team player capable of establishing new clients in order to generate business and increase revenue. This person will sell and represent products and services to the customer, interface with Operations, and provide technical sales support to customer base.

### **REQUIREMENTS**

- Creation and implementation of strategies to generate sales opportunities;
- Technical, commercial and operational support provided for all clients;
- Produce new leads and close deals;
- Establish and maintain client relationships;
- Develop and maintain contract with key decision-makers within customer base;
- Networking and liaison with operations team;
- Generate and submit bids to customers as requested;
- Relate field/customer challenges to management as they arise;

### **KEY RESPONSIBILITIES**

- Sell drilling products and services to existing and new customers
- Responsible for working with customers on various projects as they relate to drilling services
- Build strategies by customer, basin and service line
- Visits customers with sales and engineering representatives to deliver technical presentations
- Assignments are broad in nature, requiring originality and ingenuity
- Handles special projects as assigned

### **ESSENTIAL QUALIFICATIONS**

- Proven sales track record
- Oil and Gas experience preferably in the directional business

### **PREFERRED QUALIFICATIONS**

- Thorough understanding of product line(s)/service(s)
- Computer skills to support presentation abilities (PPT)
- Knowledge and application of processes and procedures of the operating area