



Directional Drilling Sales Representative Job Description

Position Title: Directional Drilling Sales Representative

Reporting to: Sales Manager

Primary Role:

The Directional Drilling Sales Representative will be 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.

Secondary Role: (if applicable)

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
- 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.

Interdependencies

President
Vice President
Sales Manager
DD Coordinator
Operations Manager
MWD Operators
Technical Services Department
Company Men
Clients
Geologists

Accountable for:

COR compliance/Safety
Client satisfaction
Directional Drilling Sales

Empowered to make which decisions?

Any major Sales events or Price modifications must be cleared with senior management before taking place.

Core Competencies (How can we measure your performance?):

Product Knowledge
Client satisfaction through successful project job delivery
Effective problem resolution within the rig site operation
Effective at building and Maintaining client base.

Future Builds (what tasks and critical skills will be required in the future):

Coaching and mentoring apprentice Sales Representatives

Skills, experience and Knowledge Base Requirements:

Experience (What kind of experience should someone have to perform well):

- 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

Knowledge: (market, business, technical, operational, job specific)

Knowledge and of basic engineering and Directional Drilling principles
Ability to read and interpret designed well plans and to interpret logging information and other well-site data
Ability to demonstrate technical aptitude to standards required
Good arithmetic, data entry, and recording skills,
Proven competency in computer software.

Skills typically acquired through completion of an undergraduate degree in engineering, science, geology, or other technical discipline or equivalent tool pusher experience within the field Good understanding of rig technology and working practices
Customer Influence (education, training, selling, service) Good customer focus and able to maintain that in a well site environment Is credible as a technically proficient operator Resilient when providing technical solutions and impact assessments
Communication (verbal, written, interpersonal) Good verbal, written and interpersonal communication skills Able to communicate potentially complex scenarios effectively and with credibility
Leadership (managing people, departments, operations, counseling) Problem solving skills. Ability to take make effective recommendations to resolve issues
People management (coaching, mentorship, development, motivation) Team oriented – provide support, motivation, and encouragement to team. Mentor and develop apprentices as required

Educational Requirements:	
Designation:	High School Diploma Petroleum Technology Diploma and/or Degree in a related Engineering discipline an asset
Specialized Educational needs:	Directional drilling or Drilling Sales Experience
Supplementary Educational Needs:	Safety certifications

Physical Requirements:
<ul style="list-style-type: none"> • Squatting / Bending / Kneeling / Stair climbing / Reaching / Twisting • Stand / Walk for intermittent periods • Sit for extended periods • Occasionally Lift / Carry weights to 30 lb • Occasionally Push / Pull weights to 50 lb • Ability to drive long distances in remote areas • Ability to work at heights 30 ft above ground • Extensive use of PC, Peripherals and communication devices

Safety Requirements:
<ul style="list-style-type: none"> • Promote a safe and healthy work place • Report and escalate unsafe practices • Consistent use of proper Personal Protective Equipment (PPE) • Maintain current required safety certifications • Attend regular safety meetings