

Technical Sales Representative (Production Technology)

Exceed (Canada) is looking for a **Technical Sales Representative, specializing in production technologies focusing on sucker rods and PCP rods**, based in Calgary, AB. For more details, visit www.exceedoilfield.ca.

This role is responsible for selling Exceed (Canada) sucker rods and PCP rod products through the achievement of opportunity-based sales quotas. Products include standard API grade rods, corrosion resistant, high strength, and PCP rods. This role will develop ongoing, profitable relationships with customers and continually maintain a professional image of Exceed (Canada).

- Under broad direction, utilize subject matter expertise and your established client relationships to sell sucker rod products to achieve maximum profitability and market penetration/share.
- Matches Exceed' s technical, commercial, and operational capabilities to customer needs through developing a clear understanding of customer's business & technical issues.
- Helps establish the strategic direction in the work area through clear understanding of the local customer's business drivers and technical challenges.
- Responsible for identifying and executing up-sell strategies within a geography of responsibility.
- Prospects, develops and builds relationships with new accounts, and develops additional contacts within existing accounts, to effectively promote and sell Exceed' s sucker rod products.
- Ensures products and services are marketed, positioned and understood by key decision makers within client organizations.
- Maintains an overview of the external market and Exceed' s marketing strategies by collaborating with the regional management, sales team, and technical teams.
- Responsible for obtaining and relaying competitive information, including pricing and product performance, to assist in developing Exceed' s sales strategy.
- Builds market recognition and promotes the company's products and solutions to customers through presentations, tradeshow, industry seminars, marketing events and other technical and marketing means.

Qualifications

- Previous sales experience with sucker rods and rod string design using SRod are definite assets.
- Field experience with production products is highly desirable.
- Self-motivated, with the ability to work independently and within a team environment.
- College diploma or University degree with a concentration in Engineering.
- 5+ years related experience with demonstrated success.
- Strong interpersonal skills with the ability to motivate and communicate.

- Strong people management and decision-making skills.

Our company offers a competitive salary with career growth opportunities and a full benefits package including company paid medical and dental insurance, paid vacation and holiday time, and much more.

We are proud to be an Equal Opportunity Employer.

Please apply online at www.exceedoilfield.ca