

Technical Sales Representative (Thermal Completions)

Exceed (Canada) is looking for a **Technical Sales Representative, specializing in thermal completions (sand screens, inflow/outflow control devices, and vacuum insulated tubing/casing)**, based in Calgary, AB. For more details, visit www.exceedoilfield.ca.

This role is responsible for selling Exceed (Canada) thermal completion products, including sand screens, inflow/outflow control devices, downhole tools, and vacuum insulated tubing through the achievement of opportunity-based sales quotas. This role will develop ongoing, profitable relationships with customers and continually maintain a professional image of Exceed (Canada).

- Under broad direction, utilizes subject matter expertise and your established client relationships to sell Company products and services and 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 the Company's products and services.
- 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 team.
- 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 sand screens, ICD/OCD, downhole tools and VIT would be considered an asset.

- Field experience with thermal completion products is highly desirable.
- College diploma or University degree with a concentration in Engineering.
- 3-7 years related experience with demonstrated success.
- Strong interpersonal skills with the ability to motivate and communicate.
- Strong people management, decision-making skills, and the ability to work both independently and in a team environment.

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

We are proud to be an Equal Opportunity Employer.

Please apply online at www.exceedoilfield.ca