

Oil & Gas Technology Group

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Technology Group

"Recruiting Top Talent for
The Upstream Oil & Gas Industry"

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Position Title:	Sales Manager – Drilling Services
Salary Range:	\$120K – 160K
Classification (Full Time or Contract)	Full Time
Location:	Houston TX
Education Requirements:	Business Degree
Experience Level:	10+ years

Job Description:

Major Responsibilities:

- The Sales Manager is responsible for the development and delivery of region sales & marketing strategy. The US Region is split into four operating areas in the following shale basins: Eagle Ford, Marcellus, Bakken and Niobrara. The business is split into four distinct Business Units: Matting, Surface Rentals, Solids Control, and Communications.
- The Sales Manager for the US Region is responsible for management of the sales group within the prescribed area. This position will be responsible for the management of all aspects of sales including pricing, strategy, personnel, contract monitoring, product introductions and industry event participation.

Specific Accountabilities:

- Develop, deliver, and adjust region sales strategy as it relates to changes in oil and gas markets. Develop strategies for continued introduction of all BU products and services. Manage and integrate strategies according to plan with emphasis on measurable successes and shortcomings as it relates to both market share and budgetary guidelines.
- Management of long term contracts, bidding phase through contract renewal. Implement system for monitoring contract deadlines, extensions, periods, award dates, etc. Establish system by which market share can be accurately determined.
- Negotiate and supervise the negotiation of problem jobs to successful resolution.
- Develop region marketing strategy, liase with Corporate Marketing team as needed
- Contact and maintain relationships with Operations Management team and Sales team.
- Develop budget to include all anticipated sales expenses and manage activities according to plan.
- Conduct semi-annual market reviews for all applicable product/services and develop strategies for trends indicated within the reviews.

- Develop relationships with 3rd party service companies for combined-services capabilities and presentations.
- Other duties as assigned

Job Challenges:

- Maintain revenue and profit growth in volatile market
- Sales and marketing integration of acquired services into company organization
- Expand company name recognition within the US Region
- Grow market share and core business revenue and profit stream

Knowledge, Skills & Experience:

- Broad knowledge of all company products and services
- Detailed knowledge of US oil & gas market
- Sales and Marketing experience
- Negotiation experience
- Interpersonal skills
- Motivated and disciplined to work independently
- 10+ years experience in oilfield services industry

Education Requirements:

- Business Degree or equivalent

Physical Requirements (if applicable):

- Ability to travel required

Health and Safety:

All Employees as a minimum must:

- Take reasonable care to prevent harm to themselves
- Consider the potential for harm to others or the environment that may be caused by their acts or omissions
- Work in accordance with information and training provided
- Refrain from intentionally misusing or recklessly interfering with anything that has been provided for Health, Safety and Environmental reasons
- Report any hazardous defects in plant, equipment and workplace, or shortcomings in the existing controls, to a responsible person without delay.
- Not undertake any task for which authorization and/or training has not been given.