

Oil & Gas Technology Group

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Oil & Gas

Technology Group

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

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Position Title:	Senior Industry Consultant
Salary Range:	\$120K – \$130K Plus bonus
Classification (Full Time or Contract)	Full Time – US Citizen or US Green Card holder only
Location:	Houston, TX
Education Requirements:	Bachelor's degree in geo-science related discipline
Experience Level:	15 years in direct experience in upstream operations related to seismic interpretation/reservoir engineering
Job Description:	

US Citizens / US Green Card only apply.

The Senior Industry Consultant (IC) will leverage their Oil & Gas industry knowledge and data warehouse/analytics knowledge to promote sales of data warehouse and analytical solutions within Major Accounts in Oil & Gas industry.

- * The IC has broad knowledge of business intelligence and analytic applications within the industry.
- * The IC articulates business acumen and BI trends, and provides business specific knowledge in sales support activities.
- * The IC establishes or enhances mid-level customer relationships, provides consulting expertise on engagements and identifies new target application opportunities within our accounts.
- * The IC will be expected to deliver high-quality, customer billable consulting on PS engagements and oversee the development of the customer engagement model for additional services.
- * In addition, the IC plays an active role in pre-sale and post-sale activity, ensuring a long-term partnership with customers.

Key Responsibilities

- Develop and describe value proposition of integrated information for the petroleum industry
- Use experiential knowledge to leverage upstream opportunities in case-based reasoning

- Support sales strategy in the practice, craft and manage presentations and interviews
- Work with Account Executives (and account team) to generate new business
- Prepare business cases, ROI basis and user expectations of solutions
- Work with the O&G consulting team to define strategy and implement sales solutions.
- Research development responsibilities include authoring white papers, speaking at trade shows/seminars, interfacing with analyst groups, and direction/input to research/development group on current and future applications.
- Understand and document clients' existing business processes, requirements, issues and match needs to business solutions
- Facilitate the development of new strategies and business requirements to be enabled by data warehousing solutions
- Provide thought leadership and change management recommendations to clients
- Stay abreast of industry issues and trends to identify target opportunities
- Network with key industry contacts and clients

Skills & Attributes

A successful candidate should be driven, creative, a self-starter and strategic thinker. The candidate must possess the ability to lead, advise and advocate for customers.