

Interfaces:

Reporting line: US Land Sales Manager
Direct Reports: None
Interface and team work with: Clients
Service Companies
EV USL Sales team
EV USL Operations team
Technical Partners

Location: Midland, TX Based in full time

Role and Responsibilities:

- Develop and Execution of Sales plan for Permian Basin area clients ensuring alignment with the overall EV Global Business strategy set by the Group CEO in order to efficiently deliver targets.
- Leading, abiding by and maintaining adherence to Company Quality, Health, Safety and Environmental policies, procedures and code of business conduct at all times.
- Sales support to USL team members of Company's downhole video camera services.
- Develop Region relationships through mentoring and coaching, and promote a culture of teamwork, engagement, and learning.
- Develop alliance with contractors/clients in close coordination with the Business Development function at Head office and the CEO
- Lead all proposal & tender submission within the assigned areas, discuss with region operations manager as and when required for high end or volume work.
- Discuss with operations with regards to pre job planning and resourcing, programme writing, reviewing video from jobs, final report editing and quality control.
- Attendance of meetings with clients and service companies as required in the assigned area assist technical sales for complex jobs, post job meetings, failure/serious service incidents and reports, risk assessments, operating procedures and HAZOPs

Key Performance Indicators:

- Direct sales revenue in the Permian Basin
- Growth of existing accounts and Penetration of new EV accounts
- Direct sales of Extreme Video applications
- Direct sale of PerforationVA to target clients
- Visual Analytics targets for Permian Basin accounts
- CRM compliance with CVR and Sales Opportunity Targets