

Oil & Gas Technology Group

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Oil
&
Gas

Technology Group

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

**To Apply for this Position Please Click
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Position Title:	Business Development Manager
Salary Range:	Base: \$90,000 to \$100,000.00 Commission Earnings Up to \$100,000
Classification (Full Time or Contract)	Full Time
Location:	Candidate must live in one of these locations Dallas / Ft. Worth, TX Oklahoma City, OK or Tulsa, OK
Education Requirements:	Minimum Bachelor degree in Geophysics, Geology, Petroleum Engineering, or equivalent upstream O&G sales experience.
Experience Level:	5+ years in the upstream O&G industry.

Job Description:

The Business Development Manager role is responsible for promoting the company's products and services and for building relationships with new and existing accounts. The main focus is to help Company's customers succeed while achieving sales and profit goals established collaboratively with the company. Work closely with executive management to accelerate growth through selling company's Resistivity Mapping surveys.

Responsibilities / Projects

- Pioneer awareness of company's proprietary multi-mile resistivity mapping tools to improve reservoir development and EOR projects.
- Create and maintain lasting relationships with existing and prospective clients.
- Meet or exceed quota consistently.
- Represent company at technical conferences while generating and advancing leads.

- Track and communicate competitive factors, trends, issues and opportunities at within assigned Mid-Continent Territory.

Desired Education and Work Experience

- Demonstrated history of key account sales/business development success in upstream O&G industry.
- Knowledge of marketing strategies and tactics, basic market research techniques, product demonstration, and sales techniques.
- Self Starter and able to work in a virtual or remote office environment in Mid-Continent, West Texas, South Texas, preferably living near Dallas / Fort Worth area.
- Strong network within the O&G industry, and especially with operators and producers.
- Familiarity with current and emerging O&G exploration and development technologies.
- History of articulating complex technology and product position to customers at both middle and executive management levels with majors and big independents &/or with principals at small producers and operators.
- Demonstrated ability to close deals in both long and short sales cycles.
- Comfortable making technical sales presentations.
- Comfort presenting to non-technical audiences and technical audiences.
- Active with geological and/or geophysical societies and/or petroleum engineering clubs.

Qualifications

- Minimum Bachelor degree in Geophysics, Geology, Petroleum Engineering, or equivalent upstream O&G sales experience.
- Working knowledge of Upstream Asset teams.
- 5+ years in the upstream O&G industry.
- Fluent in English and excellent communication skills.
- Strong relationship management and negotiation skills.
- Strong presentation and written communication skills.
- Strong ability for lead generation and closing deals.
- Experience with networking and business development skills.
- Computer skills - Outlook, Word, PowerPoint, Salesforce.com.
- Thrives in a fast-paced, highly-autonomous startup environment.
- Legally authorized to work in the United States.

Please Note: Must have sold one or more of the following software packages:

Petra
EarthPak
GeoGraphix
SMT Kingdom
Petrel, Transform
Decision Space
Rockware, Seisware
Paradigm, Eclipse
DSS
Nutech
OFM
Sensor

