

Sales Manager Oilfield Services

A leading provider of oilfield waste management services seeks a sales manager for the Appalachian Basin. We operate two facilities in Ohio that manage liquid and solid wastes produced the E&P industry, as well as offer a new, proprietary logistics vessel with compelling cost savings over existing waste transportation systems. We strive to provide the best service our customers get from any vendor, regardless of what they're buying, and pride ourselves on the reputation we've developed for strong environmental leadership within the industry and among regulators. We are a fast-paced organization with zero bureaucracy. A data-oriented, generalist thinker will have extensive exposure to top management and an opportunity for a quick pathway to a senior management.

Duties

- Reports to Vice President, Sales and Marketing
- Develops comprehensive sales plan, with individual customer objectives
- Prepares and conducts sales presentations to customers
- Works in tandem with Operations to manage the customer service cycle, including sampling, profiling, proposal preparation, pricing, contracting, and assisting customers with regulatory issues that affect our clients
- Analyzes and develop estimates of waste processing costs
- Assists in oversight of field activities where our logistics equipment is in service
- Collaborates with Operations on new technology development
- Represents the company at industry events
- Performs special projects as directed by the Vice President, Sales and Marketing

Competencies

- Superior communications skills, both oral and written
- Keen analytical skills and the ability to develop Excel models
- Ability to analyze operating costs as they affect bid prices
- A working knowledge of oilfield fluids, wastes, and solids control systems
- Commitment to long and irregular hours
- Ability to self-direct work priorities
- Capability to coordinate and support wellsite operations that integrate with our waste management facilities

Required Educational and Experience

- Bachelor's degree
- Minimum of two years in the Appalachian Basin E&P industry

Compensation

- Competitive salary and benefits with bonus opportunity

Location

- Residence must be near the E&P industry in Western Pennsylvania, Ohio, or West Virginia

Submit resumes to: 2630bb@gmail.com