

## **JOB DESCRIPTION**

Title: Sales Account Executive

Location: Houston, Texas, Woodlands, Texas or Boulder, Colorado

Salary: Negotiable based on experience plus generous commission structure

Reports to: Vice President of Sales

Start Date: Immediate

Job Description: Provide Responsible for sales and business development to assigned accounts and territories for a rapidly growing E&P technology company, including primary market penetration into major markets in the Gulf Coast and the Rocky Mountain Regions.

### Primary Accountabilities:

- Develop Opportunity list of accounts for potential sales
- Manage account activities, i.e. presentations, demos, training, Lunch and Learns, evaluations, quotes, and after sales follow-up
- Accurately forecast business opportunities and when they will close
- Business Closer - Hunter
- Familiar with Strategic Account Management Techniques
- Constantly keep Salesforce.com up to date with all known opportunities, Forecasts, contact info, report, and communications
- Actively communicate with client
- Keep Pre-Sales Support and Support personnel up to date on current activities within an account
- Delivery of professional technical presentations at client sites, professional society meetings, and Trade Shows when needed.
- Organization of on-site meetings and "Lunch and Learns" to convey latest product information and workflows
- Ability to work independently
- Proactive understanding of customer technological challenges and demonstrates solutions
- Recommendations and implementation of technical solutions
- Particular focus will be maintaining the revenue stream through direct client interactions. This person will be aggressive and creative and have very good organizational skills. Have strong technical background in geo-science or engineering. Ideal candidate will have Exploration and Production knowledge

### Required Skills:

- Bachelors Degree in Geophysics, Geology, Petroleum Engineering, Physics or related discipline
- 10+ years of industry experience with an oilfield service company associated with G&G activities
- 5years user experience in selling technology solutions in the G&G sector of the oil & gas industry
- Proven track record of closing business
- Good practical understanding of oil company G&G workflows
- Take a leadership role in technical application evaluations

Desirable Skills:

- Graduate Degree in Computer Science, Mathematics, Geophysics, Petroleum Engineering or Physics
- 5 years or more of geophysical or engineering technical experience
- High facility with software including the ability to demonstrate software to clients

Personal Characteristics:

- Able to communicate effectively
- Excellent interpersonal skills
- Willingness to learn
- Excellent listener

Apply via email to: [bhuffman@fusiongeo.com](mailto:bhuffman@fusiongeo.com)

Apply via mail to: Beverly Huffman  
Fusion Petroleum Technologies Inc.  
8665 New Trails Drive, Suite 125  
The Woodlands, TX 77381

No phone applications will be accepted.