

Account Manager

ADS Services - Midland, TX

We are looking for the right sales person with existing oil & gas operator relationships to help grow our business in the Permian region! Experience the challenges, rewards and opportunity of working for one of the most innovative and fastest growing companies in the energy industry!

Under general supervision, this position is responsible for creating, building and sustaining customer relationships, managing accounts for customers, troubleshooting and sales. This position is responsible for oversight of day to day operations necessary to acquire new business opportunities with new clients both large corporations and smaller independent accounts as well as sustain our existing client accounts. This position is responsible for applying knowledge of managed pressure devices, servicing our customers, producing technical presentations, performing system analysis, timely reporting internally, and identify recommendations to ensure operations are performing at an optimal level.

Summary:

To provide installation, repairs, and routine servicing of Managed Pressure Devices (MPD) and other rental equipment in the shop and in the field. To assist in generating business to increase revenue through sales of our products and services.

Essential Functions:

- Perform installation services for Rotating Head Devices (RHD) and service tools in the field
- Maintain day-to-day operations to sustain customer accounts
- Knowledge of product lines, product applications and wellsite equipment
- Provide excellent customer service to our clients by troubleshooting and quickly resolving issues, maintaining financial and technical portfolios, and keeping customers informed of their wellsite performance
- Provide sound technical advice and products recommendations based on customers' operational requirements
- Build and sustain relationships with both current and potential customers
- Maintain the highest level of safety at all times
- Work well independently and in a team atmosphere

Qualifications Requirements:

- 1-3 yrs related oil and gas field experience
- Basic MS Outlook, Word and Excel computer skills
- Valid Driver license
- Good verbal and written communication skills
- Self-motivator, self-starter
- General product knowledge
- Must be able to follow instructions
- Able to work closely with other employees
- Mechanical ability necessary to perform repairs
- Physical ability to respond to emergency situations and lift/carry 50 pounds in various packaging