

Business Development Engineer
ADS Services – Midland, TX

We are looking for an individual with 3+ years of experience in business development within the oil and gas industry. This position includes traveling to current and potential client locations to listen to their needs, identify potential solutions, market our products, and maintain successful win-win client relationship.

Summary:

To identify and capture new business opportunities to meet our growth objectives regarding our MPD control systems by presenting our capabilities, competitive advantages, and core values to new and existing clientele and ensuring our clientele needs are consistently exceeded.

Essential Functions:

- Identify, produce, and implement marketing strategies to promote our MPD control systems
- Design and market launches around new service developments with a customer focused approach
- Conduct research to identify, view, scope and qualify new sales leads
- Develop sales approaches for each client
- Prepare/Present quotes and proposals to clients
- Lead the idea generative, innovative, and creative problem solving for clients
- Collaborate with applicable personnel to build cost estimates
- Develop and maintain a thorough knowledge of our products and price structure
- Maintain and fully executed Management Services Agreements (MSAs)
- Support new client onboarding process
- Travel to current and prospective clients to understand needs, identify solutions, and enhance experience
- Ability to build successful client relationships to ensure customer satisfaction resulting in ongoing sales.
- Responsible for recording and reporting on all sales related activity.
- Other duties may be assigned.

Qualifications Requirements:

- Minimum of 3 years of experience in sales / customer experience in a business-to- business environment
- Possess mechanical / technical aptitude of well drilling procedures and common practices to all audiences
- Ability to generate revenue by identifying potential improvement areas and suggesting suitable solutions
- Proper phone etiquette and ability to remain professional in challenging situations
- Excellent verbal and written communication skills
- Must be a goal-oriented, influential and collaborative self-starter

Preferred Qualifications:

- Knowledge of Managed Pressure Drilling (MPD)
- Proficient with Microsoft Office: Excel, Word, PowerPoint, Outlook, SharePoint, OneDrive, Teams
- Good organizer and ability to prioritize tasks with minimal management direction.

Education:

- Bachelor's' degree in Engineering, Business Management, Marketing or related discipline

Physical and Travel:

- Periodically travel (domestic and potentially international) to drilling rigs and customer locations. Estimated less than 60% travel.
- Ability to walk around drill sites.