

Director - Technical Sales

Overview

The Director - Technical Sales is responsible for developing and nurturing a high performing team committed to shared vision, goals, metrics, collaboration, and results. You will be challenged by the fast pace here and tasked with interesting projects that give you the opportunity to learn, grow and be rewarded for your contribution.

Reports to: CEO

Direct Reports: Inside/Technical Sales, Outside Sales, Administrative Sales support

Responsibilities

Leadership: Collaborate with senior leadership team to develop long-range breakthrough goals for the company. Effectively communicate the company's vision to the Sales team and explain how their activities contribute to our long term targets. Create an environment of accountability by establishing clear priorities, offering support/guidance, and evaluating performance and results.

Project Management: Focus on strategic goals and direct departmental activities to drive practices that eliminate waste and improve efficiency and profitability. Lead small and large scale projects through effective resource planning, time management, budgeting, risk management, progress monitoring, reporting, and continuous feedback.

Technical Knowledge: Maintain current, in-depth knowledge of our services and capabilities. Apply strong command of our business by assisting Sales team with technical troubleshooting; aligning with licensors, customers and vendors; representing department during audits; reviewing/approving NCR's and Deviation Requests; addressing CAR's, PAR's, and FRNCR's; and recommending best-in-class practices for our Quality Management System.

Pricing Analysis: Utilize a variety of sources to derive insights into pricing strategies and market trends. Apply a number of quantitative and qualitative methods to analyze competitor pricing, assess market share and margins, and track customer engagement in order to gain a complete picture of the efficacy of our pricing strategy. Forecast revenue and market share information through the use of statistical modeling to prepare reports that show the potential impact of various pricing strategies, including their effect on margins, costs, and sales volume. Develop and refine pricing tools.

Training and Development: Manage, mentor, and develop the skills and performance of the sales and administrative employees. Ensure that Sales team is provided regular performance feedback with goals and metrics that are consistent with the priorities of the business. Conduct interim reviews to keep employees focused on priorities and maintain accountability.

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Education, Skills, Training and Experience - Preferred

- Bachelor's degree from an accredited college or university
- At least eight years in a senior Sales position
- Advanced knowledge of Microsoft Office
- Must have an entrepreneurial spirit, with a keen ability to identify and secure new opportunities
- Excellent leadership, interpersonal and communication skills
- Previous oil and gas experience, especially with tubular goods and threading