

## Technical Sales Professional - Job Description

### **Title**

Technical Sales Professional, Permian Basin

### **Reports To**

Technical Sales Manager, Specialty Chemical Resources

### **Job Summary**

OSP has an immediate need for a Technical Sales Professional based in the Midland-Odessa area. This Technical Sales position will primarily be focused on the Permian Basin market and will be responsible for developing and maintaining strong relationships with current key accounts as well as leverage external network to pursue new business opportunities within assigned territory. The role requires a unique combination of strategic thinking, tactical sales execution, and consideration to always maintaining professionalism, tact, diplomacy, and sensitivity while representing the company in a positive manner. This Technical Sales position will report directly to the Technical Sales Manager, Specialty Chemical Resources.

### **Competencies**

- Adaptability - Adapts and responds to changing conditions, priorities, technologies & requirements
- Client/Customer Focus - Provides superior service to both internal and external customers
- Communication - Expresses and transmits information with consistency and clarity
- Judgement – Ability to make quick, effective decisions by using sound reasoning when faced with various issues
- Negotiation - Gains support of ideas, proposals, and solutions from others; reaches deals and compromises on what will work best for the organization; considers other opinions while holding strong to firm directions and goals
- Problem Solving - Ability to break down a situation into smaller pieces to identify key issues and figure out the cause-and-effect relationships to solve the problem
- Results Orientation - Able to focus on desired outcomes, and how they are achieved by meeting and/or exceeding standards based on past performance, goals, and objectives
- Time Management - Balances a myriad of tasks and prioritizes duties as needed
- Integrity – Upstanding character traits including sound judgement, honesty, dependability and loyalty
- Strong Work Ethic – Demonstrate an attitude of determination and dedication towards one's job
- Teamwork - Works cooperatively and effectively with others to reach a common goal

## **Job Duties**

- Maintain a high level of service and product knowledge while maintaining professionalism, tact, diplomacy, and sensitivity to represent the company in a positive manner
- New business development; generate customer sales through cold calling and networking
- Account management; cross selling and upselling with existing clients
- Engage in problem solving by performing system analysis, interpreting data, and providing written recommendations to ensure customer operations are performing at optimal level
- Develop reports and proposals as part of sales presentation to illustrate benefits from use of good or service. Identify and solicit potential clientele
- Overcome objections of prospective customers
- Ability to adapt communication style to based on the audience to ensure information is delivered effectively
- Take orders from clients and prepare products for purchase
- Build and maintain ongoing awareness of new products and services as well as competitor activities
- Develop and build relationships with new accounts and develop additional contacts within existing accounts
- Handle customer complaints as they arise, escalating to the appropriate individual as deemed necessary
- Assist with collection of samples and conduct laboratory analysis as needed
- Keep up-to-date records on sales calls, customer contacts, and details of meetings in a timely manner in the format required. Relay customer quality improvement suggestions for company products and services
- Utilize CRM system for cross company collaboration in addition to providing sales forecasts and weekly status reports via CRM system

## **Job Requirements**

- Three years of related sales, business development and/or account management experience in the oil & gas industry
- Strong knowledge of sales principles, methods, practices, and techniques
- Proven sales ability with capability to meet and surpass targets and goals
- Ability to quickly pick up new product and service knowledge, and communicate that knowledge effectively to customers
- Ability to effectively communicate with people at all levels both verbally and in writing
- Demonstrated time management skills and the ability to prioritize and manage conflicting demands
- Proficient in Microsoft Office (MS Word, Excel, PowerPoint, Outlook & Teams)
- Experience using CRM tools
- Willingness and ability to travel within assigned sales territory
- Must have a valid Driver's License and acceptable Motor Vehicle Record

**Work Conditions**

- Remote position (there is not a physical OSP office in Midland/Odessa)
- Flexible hours, including nights, weekends, and holidays
- Attendance and participation in training
- Attendance and conducting of internal and external presentations
- Occasional international travel (Canada)
- Frequent travel with up to 25% overnight travel required to support sales territory
- May be required to Lift/Push/Pull/Carry up to 55 pounds chest high
- Operation of desktop computer and peripherals

**Acknowledgement and Agreement**

The above description reflects the general details considered necessary to describe the principal functions and duties as required for proper evaluation of the job and will not be construed as a detailed description of all the work requirements that may be inherent in the job. Employees may perform other related duties and tasks as required to meet the needs of the operation.

I acknowledge that I have received and reviewed this job description.

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_