

# WE'RE HIRING!

## SENIOR SALES REPRESENTATIVE

### HOUSTON, TX



Interra is hiring a self-motivated and competitive technical sales representative to cover the Houston, Texas market. This position reports to the General Manager and is responsible for maintaining existing accounts and establishing new opportunities, contributing to the region's sales goal.

The nature and scope of the position require the individual to be a technical self-starter, keep abreast of the current trends within the geographic market area, and interface with customer accounts to drive regional growth.

## Primary Responsibilities

- Apply your technical savvy and professionalism to sell Interra's products and services.
- Understand customer needs and ensure products and services are marketed, positioned and understood by key decision makers in customer organizations.
- Propose solutions to customers formally through pitches, presentations and tender submissions, and informally through networks, relationships and discussions.
- Close sales by building rapport clients and developing strategies to overcome objections. Prepare and negotiate quotations.
- Actively contribute to market strategy by monitoring competitive products and reactions from clients.
- Support new product development, commercialization, establishing market demands, customer acceptance, pricing and commercial requirements.
- Communicate customer requirements to operations and management teams, from inquiry stage to order placement.
- Work with management to build and update budget and forecast.
- Provide strategies and action plans to develop new customers and increase market share.
- Increase Interra's exposure by participating in industry events/conferences.
- Responsible for Master Service Agreements (MSA) and pricing agreements with customers.

## Requirements

### CORE SKILLS

- Collaborative team player
- Excellent communication and presentation skills
- Strong completions technical knowledge
- Broad knowledge of sales process, policies, products & services
- Advanced skills in MS Office Suite
- Self-starter that is highly motivated and innovative enough to seek out and create opportunities
- Demonstrated experience in closing sales, time management, strategic planning, territory management, prospecting skills, persistence and meeting sales goals

### EXPERIENCE

- 10 years of technical and operational experience in oil and gas
- 5 years sales experience

### LOCATION AND TRAVEL

- Houston, TX
- Travel as required

## How to apply

Please email cover letter and resume to [careers@interraenergy.com](mailto:careers@interraenergy.com).



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