

Job Title: Field Sales Representative
Department: Sales (Calgary-Based)
Employee Pay: Salary plus commission
Reports to: Sales Manager
Travel Required: 50%

* Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time

Position Overview

The primary function of the Field Sales Representative is to grow and maximize customer retention in designated territory and expanding business with assigned accounts through regular contact, solution focused approach, and a high level of customer service.

Essential Duties and Responsibilities

- Demonstrate in-depth knowledge of downhole tools and the use of technical or scientific products.
- Negotiate prices or terms of sales or service agreements with existing and new customers.
- Prepare and submit sales contracts for orders.
- Create new and manage existing client relationships and visit establishments to evaluate needs or to promote product or service sales.
- Prepare sales presentations or proposals to explain product specifications or applications.
- Answer customers' questions about products, prices, availability, or credit terms.
- Inform customers of estimated delivery schedules, service contracts, warranties, or other information pertaining to purchased products.
- Collaborate with colleagues to exchange information, such as selling strategies or marketing information.
- Provide customers with ongoing technical support.
- Advise customers on product usage to improve production.
- Travel frequently to existing clientele work sites as well as prospective clients.
- Perform daily/weekly update of all sales activities.
- Other assigned duties.

Additional Responsibilities/Capabilities

- Participate in marketing events such as seminars, trade shows, and telemarketing events.
- Professional experience in managing large Oil & Gas client relationships with a focus on environmental and engineering services.
- Pre-existing relationships and experience with Oil & Gas Companies throughout Western Canada.

Preferred Qualifications and Education

- Bachelor's Degree from an accredited college or university (or a HS diploma/GED with minimum 5 years of experience in marketing or sales position).
- Minimum 5 years of experience in sales.
- High degree of autonomy, yet team oriented with ability to work cross functionally within dynamic environment.
- Self-motivated with proven experience in their selling abilities.
- Work remotely including isolated workspace at home.
- Valid Driver's License.
- Proficiency in using array of software packages including MS Outlook, Word, PowerPoint, and Excel.
- Superior written and oral communications skills combined with above average organization, interpersonal, listening, presentation and problem-solving skills.

-OR-

- An acceptable combination of education and experience

Turbo Drill Inc. is an Equal Opportunity Employer.

Please send resumes to: careers@turbodrillinc.com