

We are Hiring. Be One of American Jereh Team Members!




WE ARE HIRING!



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Position: BD/Sales Manager / Director

Location: Location: Odessa/Midland, Oklahoma, Houston, America; Grand Prairie, Canada.

Position Summary:
This position is responsible for directing the actual distribution or movement of oilfield equipment, including fracturing fleet, cementing unit, coiled tubing unit, nitrogen pumper, flowline products, etc. to the customer in oil & gas industry.

Job Description:

Essential Duties & Responsibilities:

1. Manage growth in sales by developing plans jointly with sale senior team for customer contact efforts, trade shows, seminars, and conferences.
2. Identify and develop relationships with clients, prospects and/or global partners.
3. Perform analysis on region opportunities and create forecasts for sales results.
4. Implements sales plans and special promotions in the achievement of sales goals.
5. Prepares regular and special reports reflecting activity and results of the sales efforts.
6. Attend weekly sales meeting with sales senior management team and provides timely feedback to senior management regarding performance.
7. Provide product specific customer feedback (i.e., product features, functionality, competition, and possible sales results) to product line managers, Company management, or customer service personnel as appropriate.
8. Assist account sales in preparation of proposals and presentations.
9. Responsible for identifying and continuously improving activities that can affect customer perceptions.
10. Conducts performance evaluations; recommends salary adjustments; takes disciplinary action, as necessary; etc.
11. Analyzes marketing potential of new and existing customers, sales statistics, and expenditures to formulate policy.



Jereh Group

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12. Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.

Job Requirements:

1. More than 5 years' experience in equipment sales and market development in oil and gas and related industries.
2. Familiar with the customers in the designated area and have certain customer resources.
3. Understand American oil and gas industry-related laws, regulations, market operation and business model.