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Senior Sales Engineer

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Company: Varel Energy Solutions

Location: Turkey

Category: other-general

Varel Energy Solutions (VES) is one of the world's largest independent manufacturer and suppliers of downhole drilling and completions products to the energy sector. The key to the company's success is underpinned by the virtues and the cultural framework of our employees. VES offers an exciting and fast paced work environment, attractive benefits, and competitive pay. If you're looking to invest in your career development, Varel Energy Solutions is the right place for you. Come join our team! Summary: VES is looking for an Senior Sales Engineer to join our drill bits team in our Turkey location. The Senior Sales Engineer will focused on developing new business, closing the opportunity and account management while working with application engineering and operations for flawless execution. Support and apply strategic focus defined by applications and leadership. Additional accountability associated to collections, working capital, prioritization, demand, forecasting and budgeting. The successful candidate will define quarterly and annual objectives that align with company, business unit, and function goals and specifies what is to be done at lower levels to achieve them. Applications apply strategic focus in line with our geographic and/ or customer focused coupled with differentiating VES within the sector due to being recognized as maximizing client value. Additionally accountable providing technical reactive support, operational recommendations, engineering engagement, operational processes and defining technical strategic focus supporting sales. Essential Duties and Responsibilities include the following . Other duties may be assigned. Establishes sales goals and ensures proper account and product line coverage. Evaluates and implements appropriate new sales techniques to increase sales volume. Continuously

motivates and supports the sales team and inspires them to stay focused on goals and to meet targets. Coaches in problem resolution, closing sales, and relationship development. Meets financial goals by increasing revenue, improving profit, and through optimum utilization of resources and the use of proper control systems and sound expense controls to ensure these goals are met. Assists in resolving past-due accounts as needed. Manages P&L, annual budget, and implements sales standards and processes. Meets with customers to identify requirements. Gives technical advice related to product selection and application. Demonstrates products and demonstrates added value as appropriate. Solicits orders. Builds client relationships, understands their needs, and tries to satisfy without compromising with the company profits. Effectively communicates the value proposals with presentations to clients. Recommends, and administers sales policies and procedures. Develops sales strategies, objectives, and plans for optimizing the organization and the talent required to execute strategies in assigned area. Directs the implementation of plans. Maintains current knowledge of customers' activity plans and market conditions to accurately forecast activity trends and to derive realistic yet challenging business plans. Reviews market analyses to determine volume potential, price schedules, and discount rates while working in tandem with the Business Development team to ensure geographic alignment and strategic implementation. Recommends product simplification and standardization to eliminate unprofitable items from the sales line. Communicates product requirements and modifications needed to meet market demands and accomplish sales goals. Participates in management reviews of sales performance measures and corrective actions, evaluates against benchmarks, and develops, communicates, and executes action plans for improvement. Takes an active role in preparation, keeping track of commercial bids and tenders and ensures company participation promptly. Manages relationships between company distributors/agents. Follows up/accountable for sales collections. Extensive travel would be part of the job requirement. Performs other duties and participates in special projects as assigned.

Education and/or Experience: Degree in a related field or equivalent experience. Thorough knowledge of product line and product applications. Knowledge of laws affecting assigned region and current trade compliance laws and regulations, including anti-bribery and anti-corruption laws. Understanding of product design and manufacturing. Sound understanding of business linkages and the ramifications that decisions can have. Thank you for your interest in a career with Varel Energy Solutions. Powered by JazzHR

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