



INTERICA



PETROSYS

CAREER OPPORTUNITY

Senior Sales Executive – Data Management

Interica, working together with its sister company Petrosys are seeking a talented Senior Technical Sales Executive to join our team in Houston.

About the role

The position is both a senior leadership and technically focused hands-on role requiring the ability to interface effectively with operational, technical, and senior leadership contacts in upstream Oil and Gas companies. You will be responsible for growing and retaining business with existing accounts as well as identifying, initiating contact with, and developing new customers of defined accounts and areas through sales activities such as face-to-face sales calls, telephone calls, webinars, conferences, papers, and events. You will work with customers to analyze their business needs and make recommendations on appropriate Data Management solutions from the Interica and Petrosys portfolio.

Interica and Petrosys continue to grow as part of the Constellation Software Group, and as such you will be expected to interact with current and future group companies to collaborate on projects and resolve problems for shared customers.

The position is based in our corporate office in Houston, Texas, although the sales territory will span both North and South America.

A senior leadership position, you will assume responsibility for a large geographical territory and be part of a small team of global sales professionals. You will be expected to assist with mentoring sales teammates to achieve overall company goals. Managerial creativity is encouraged and expected.

Core responsibilities may include:

- Source new sales opportunities through inbound lead follow-up and outbound communications.
 - Promote, sell, and secure orders from prospective customers through a relationship-based selling approach - ideally through your existing contact base.
 - Provide mentoring and collaborative working with a staff of sales professionals and work with those staff to meet key sales objectives in the region.
 - Contribute pro-actively and own the creation of data management sales & service objectives, targets and forecasts for the region. Be comfortable in reporting accurately against the opportunity status and regional objectives.
 - Be able to liaise with prospective customers at a technical level to understand their challenges and then work with the Interica/Petrosys team to develop clear and effective written business propositions, proposals, and quotations.
 - Maintain customer and prospect information in CRM's including Salesforce.com with regular reports to the group leaders.
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Core responsibilities continued:

- Work with operations and line managers to ensure effective communication and handoff of sales wins to the technical execution and support teams.

Desired Qualifications and Skills:

- Minimum 5 years' experience selling enterprise software, preferably in the data management space in the oil and gas sector.
- Fundamental understanding of data management and data storage landscape within oil and gas companies, service companies and regulators.
- Consulting background in oil and gas data management is advantageous.
- Experience with management and mentoring of staff members, sharing of best practices and working collaboratively with other teammates.
- Ability to maintain a high level of productivity, manage multiple competing priorities, and work effectively under the pressure of time constraints in a fast-paced, complex, collaborative, and team-oriented environment.
- Strong listening and presentation skills.
- Fluent in written and spoken English essential with ability to speak Spanish advantageous.
- BA/BS degree or equivalent.

Benefits

A competitive compensation package with a full range of employee benefits.

Employment Type

Full-time

How To Apply

Please email your resume with a job-specific covering letter to;

careers@interica.com

Interica and Petrosys are innovative and forward thinking with diverse, multi-talented, and agile professional workforces. If you would like to be part of our team, we would love to hear from you!



INTERICA

WWW.INTERICA.COM



PETROSYS

WWW.PETROSYS.COM.AU

Interica and Petrosys are part of Vela, an operating group of Constellation Software Inc. (TSX:CSU).