

Account Manager – Well Servicing

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking a permanent, full time **Account Manager – Well Servicing** for Central Alberta to join our team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our client base.

Primary Job Functions:

- Focus on the sale of frac equipment servicing, drilling equipment and general repair work
- Identify, research and contact prospective customers and builds positive relationships that will generate future sales and repeat business
- Make sales calls to new and existing clients, as well as follow up on sales activity
- Make sales calls with the Operations Manager to obtain potential clients, as well as visiting current clients to promote new business
- Develop value propositions based on unique client needs
- Deliver sales presentations to promote and sell the company's services
- Contribute to sales products, promotions & marketing collateral to maximize sales opportunities
- Develop, execute and accountable to the sales action plan and strategy created
- Report sales and quoting information, updates, progress, etc.
- Ensure customer service satisfaction and good client relationships
- Gather competitive intelligence and monitor competitors, market conditions and product development
- Quick response to, and resolution of, client needs and concerns, and timely feedback on technical proposals and job status
- Optimization of client satisfaction/loyalty through improved operations
- Maintain relationships with both internal and external customers
- Log activities and opportunities in the CRM and/or quoting system
- All other duties as assigned

Qualifications and Education Requirements:

- 5+ years of experience in sales required, industry related experience an asset
- Project Management is an asset
- Technical background in engines, transmissions, power ends, generators, engines and related components would be an asset

Required Competencies:

- Strong work ethic and high sense of motivation and goal driven
- Excellent organizational, written, verbal, negotiation and interpersonal skills
- Client service focus with experience in customer problem resolution
- Able to work independently and in a team atmosphere
- Possess integrity, a strong sense of urgency and a proven ability to hit deadlines
- Able to work a flexible schedule, including overnight travel as required
- Strong customer service focus with good verbal and written communication skills
- Effective time management, including the ability to anticipate and deal with the effects of change
- Proven competency in Microsoft Office
- Valid driver's license
- Available for, and legally able to, travel internationally
- Commitment to Collicutt Core Values Core Purpose

The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive team.

We offer a comprehensive compensation package including: solid group benefits, RRSP matching, referral bonus, course reimbursement and access to world class medical specialists through our unique Best Doctor's program as well as an Employee Assistance Program.

Please submit your resume in confidence, along with your salary expectation, and availability date by responding to this ad.

*No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~
~ It's Fun to Win ~ Finding a Better Way*

