



BRINGING GREEN TO THE OIL & GAS INDUSTRY

**Job Title:**

AREA SALES MANAGER (Bakken)

**Job Description**

Hydroil Solutions an E&P waste management company seeks an experienced Area Sales Manager for its waste disposal projects in the Bakken Oilfield. The successful applicant will have a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals.

The ideal candidate will have strong negotiating skills and the ability to showcase HYDROIL SOLUTIONS with a preexisting network of relationships from which to source business within the Williston basin and surrounding area of operation.

Main responsibilities will include the following:

**AREA SALES MANAGER**

- To become the focal point for sales and customers throughout the area.
- Service existing assigned accounts
- Develop sales team as customer base expands.
- Makes sales calls to establish new accounts
- Create and adapt sales presentations and marketing materials
- Collation, distribution of existing sales data and customer records with submission of activity in sales meeting & reports.
- Recommend changes in products and service to management team
- Liaise with accounting and operations for customer documentation
- Maintain professional and technical knowledge by attending workshops, reviewing publications, and participating in professional societies.
- Reporting to the Chief Operating Officer.

**Salary:** Above average for position as a full-time salary employee with full benefits

**Qualifications**

- Minimum 5 years in Oilfield waste management or waste treatment facility management industry
- Excellent interpersonal and communication skills
- Lead by example with proven success rates
- Willing ability to travel
- Keen sense of market conditions and changes
- Knowledgeable on the use of modern CRM and lead generation tools
- High proficiency in computer reporting Windows using Microsoft Office (Word, Excel and PowerPoint).

**Experience**

- Drilling fluids knowledge or training an advantage

- Drilling Waste Management
- Saltwater Disposal facilities
- Sales generation
- Team Supervision

**Education**

- College graduates preferred
  - Experience and Knowledge will be taken into consideration.

**Location**

- Local to Williston area.

\*Military veterans welcomed.



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