

Opportunity Profile

Director of Sales

OUR CLIENT

Our client is a private global company providing manufacturing, distribution, equipment and service solutions to the energy industry worldwide. It is a leading provider of innovative and cost-effective solutions, with a strong reputation.

THE POSITION

Our client is seeking a Director of Sales located in Calgary to support their business operations in Canada. This person is a Sales Leader. Reporting to the President, the Director of Sales will establish and implement the overall sales strategy and plan for the company. In addition to strategic responsibilities, the Director will lead a high-performance sales team (4) and be responsible for establishing and maintaining client relationships.

THE PERSON

- Post-secondary degree or diploma is preferred.
- Minimum 15+ years of oilfield/oil and gas industry experience including 5+ years in sales management. Operations experience would be considered an asset.
- Strong industry connections through business dealings, customer relationships and industry associations.
- Experience in heavy oil, industrial, mining with strong knowledge of pumping systems would be considered a key strength.
- Strong knowledge and experience in selling and applying mechanical systems and support to EPC and highly technical end-customers.
- Must have the ability to understand the technical aspects of the products and services and how they relate to customer needs.

COMPENSATION

A competitive compensation package will be provided including an attractive base salary and excellent benefits. Further details will be discussed in a personal interview.

FOR MORE INFORMATION

Allan Nelson or Laura Youngberg

Leaders International Executive Search

Email: calgary@leadersinternational.com