



Get the Ball Rolling

*Do you have enthusiasm, drive, and determination to get the job done right?
Are you keen to make your mark on a dynamic and growing company?
Do you want to be valued for your skills, your experience, and your initiative?*

Business Development Manager Houston, Texas

Packers Plus is the pioneer of open hole, multi-stage horizontal fracturing and we provide technology-based solutions to the oil and gas industry around the world. We are looking for a **Business Development Manager** in our Houston, Texas office.

Primary Role

To focus on core deliverables such as increasing Company awareness, consumer awareness of products, bringing in new customers, and coordinating public relations efforts. Leading the company toward achievement of financial and other goals.

Key Tasks and Responsibilities

- Assisting the company to expand their business by reaching out to new customers and developing new plans and strategies through educating tier levels of groups and client organizations (ie. - President, Vice President, Geologist).
- Conducting research on product development, and product distribution in your area of responsibility.
- Assist the company in creating a plan and using their resources to effectively deliver what is expected of them.
- Assessment of marketing opportunities and target markets
- Intelligence gathering on customers and competitors
- Generating leads for possible sales
- Pursuing sales leads and prospective clients
- Follow-up sales activity
- Analyze data from customers
- Prepare all proposals and schematics for all jobs run
- Building client relationships
- Maintaining extensive knowledge of current market conditions
- Business model design
- Account planning and performance monitoring
- Proposition development and campaign development
- Attend major Oil & Gas shows and SPE conferences
- Market Packers Plus' name and products
- Visit with potential new clients about the use of our products
- Network with people in all aspects of our field to know what is going on in our field. This would include new projects and new customers.
- Travel periodically within area of responsibility
- Review job logs

Educational, Physical and Safety Requirements

- Degree in business, economics or another closely related field
- Extensive experience in oil and gas industries and/or BA in petroleum and Business economics

Competencies, Skills and Experience

- Customer relations in the primary area of responsibility
- Drilling rig environment exposure and down hole experience
- Field Operations management experience a plus
- TEAM building and TEAM player a must
- Leading by example and self motivated (does not require direct daily supervision)
- Field Operations Experience is an absolute must
- Mechanically inclined and down hole experience crucial
- Hydraulic stimulation knowledge a plus
- Market evaluation and trends in O&G industry within primary area of responsibility
- Down hole Competition Products and Services both cased and open hole



About Packers Plus

Packers Plus Energy Services is the pioneer of open hole, multi-stage horizontal fracturing systems with locations in the United States, Canada and around the world. Staffed with some of the industry's best completions personnel, Packers Plus provides technology-based solutions to the oil and gas industry around the world.

We are unlike any other completions company. Ingenuity in product design, combined with customer intimacy, operational excellence, and knowledge of the needs of producers sets us apart from the pack. Look for the introduction of a number of exciting, new and innovative products which are designed to reduce well costs, improve production, and maximize profits.

Email your cover letter and resume referencing the above position to uscareers@packersplus.com.

