



## 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?*

### Canadian Business Development Manager Calgary

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. To support our growth, we seek an individual to develop our business in the Canadian market. This role will be based in our downtown Calgary head office.

The primary focus of this role is to achieve strategic goals that are focused on increasing the Company's market penetration in the Canadian market. The successful candidate will also be responsible for developing an annual corporate business plan by managing customer relationships, identifying key opportunities and using available company resources to secure new business.

#### Key Tasks and Responsibilities

- Call on new clients and develop business relationships in the oil and gas market
- Work closely with the technical sales and marketing groups in developing and executing strategic plans
- Manage and be accountable for implementation of strategic plans for targeted key client accounts
- Research and develop strategies for business opportunities
- Implement short and long range goals, objectives, policies, and operating procedures which align with overall company strategy
- Work closely with senior management in planning growth opportunities
- Represent Company at relevant community functions and business meetings

#### Educational Requirements

- Degree in engineering or engineering technology would be an asset

#### Competencies, Skills and Experience

- Experience in the oil and gas service industry
- A solid understanding of downhole tools and hydraulic fracturing
- An ability to solve problems and transform them into ongoing and growing business opportunities
- A proven ability to perform technical presentations
- Ability to identify and strategically build collaborative relationships
- Excellent interpersonal skills
- Extraordinary written and communication skills
- Conceptual and analytical thinker
- Enthusiastic, self-motivated, with lots of initiative
- Proficiency with Microsoft Office products

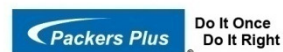


#### About Packers Plus

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 [careers@packersplus.com](mailto:careers@packersplus.com).*



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