



# GROW WITH US

## AREA MANAGER OKLAHOMA CITY, OKLAHOMA

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 an Area Manager in our Oklahoma City, Oklahoma office.

### Key Tasks and Responsibilities

- Lead, coordinate and execute regional sales and marketing strategies.
- Reports to US Sales Manager
- Direct and coordinate company sales and marketing functions
- Execute corporate brand and brand awareness processes continually throughout the organization, both internally and externally
- Supervise the preparation, issuance and delivery of sales materials, exhibits and promotional programs
- Coordinate public affairs and communication efforts to include public relations and community outreach
- Research and develop strategies which identify marketing opportunities, direct marketing, and new project development
- Develop and manage regional sales and marketing budgets to ensure budgets are used efficiently
- Develop and coordinate sales selling cycle and methodology
- Analyze and evaluate the effectiveness of sales, methods, costs and results
- Effectively communicate business successes and case studies to customers to ensure full understanding and overall satisfaction
- Report monthly on overall sales results, marketing activities and major client developments
- Design, deliver and review incentive strategies for the Sales Team to reflect corporate objectives

### Educational Requirements

- Degree in Engineering or equivalent Business experience an asset



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## Competencies, Skills and Experience

- Business experience specific to completions and application of down-hole tools required
- Background in Sales and Marketing at a management level required
- Outstanding communication skills
- Excellent relationship management and critical development of client accounts
- Proven track record of effective leadership and team development

## Core Competencies

- Customer intimacy
- Operational excellence
- Innovation

## Role Competencies

- Effective project management
- Collaborative relationship builder
- Self-managed and works autonomously
- Organized

## Technical Competencies

- MS Office Suite (Word, Excel, Outlook)
- Leveraging Technology

**To apply, please email your cover letter and resume referencing the above position to [uscareers@packersplus.com](mailto:uscareers@packersplus.com)**



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