



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?*

International Technical Sales China office

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 International market. This role will be based in our China office

The primary focus of this role is to achieve strategic goals that are focused on increasing the Company's market penetration in the International 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.

The International Technical Sales is responsible for providing leadership and direction to International Sales and Sales opportunities as well as oversees all related activities. This role is also responsible for qualifying and quantifying all sales opportunities to ensure a proper fit to Packers Plus corporate vision and business strategy.

Key Tasks and Responsibilities

- Research and review sales opportunities in different international geographic markets
- Create market strategies based on corporate business objectives and research conducted
- Oversee costing and pricing used on international quotations
- Oversee logistics on expediting equipment sold into the international markets
- Coordinate with the Operations Manager on Service Specialist personnel for requirements to perform work internationally where and when required
- Coordinate and assist the Cooperation Agreement Coordinator on all international business activities obtained thru Schlumberger's geographic markets
- Develop yearly budget and sales forecasts to submit for approval to management
- Provide technical support on International Sales as well as International job installations when required
- Qualify International customers to ensure productive use of time with potential long term clients
- Coordinate with Operations Manager to ensure there are qualified Senior Field personnel in place for International assignments

Educational Requirements

- Degree in engineering, engineering technology or marketing would be an asset

Competencies, Skills and Experience

- Minimum of 10 years experience in the Oil and Gas Industry
- Minimum of 5 years experience in the International Market
- Experience in the Oilfield an asset
- Knowledge of International Sales required
- Strong technical background as well as a strong operational field background
- Proficiency with Microsoft Office products including Word, Excel and Outlook
- Strong verbal and written communication skills required
- Strong ability to convey information in a clear and concise manner
- Well developed interpersonal skills required
- Capable of providing information when required and to follow up when requesting information
- Strong Project Management and Sales skills as well as effective negotiation and communication skills
- Ability to communicate strong effective leadership to the International Team
- Empower employees by using the Open Feedback approach
- Willingness and ability to mentor employees
- Ability to work collaboratively with the International team



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.



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