

## Area Sales Engineer (Choke/Control Valves) - NOV Inc.

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Company: Talent Pal

Location: Qatar

Category: other-general

CLOSING DATE 22 DECEMBER 2023

### Job Summary:

The Area Sales Engineer will be responsible for driving the continued successful growth in the assigned region and to drive the acceleration in to new segments and applications within a defined set of Major Account customers. It is expected that this individual has some relevant experience in this field, which will help develop these new and adjacent opportunities. This individual will report to the Regional Sales Manager. This individual needs to be highly motivated, a self-starter who can influence and drive change to help achieve the growth aspirations.

### RESPONSIBILITIES/ACCOUNTABILTY & AUTHORITY:

Driving sales growth through EPCs and Operators in the assigned region, through strategic sales objectives, technical support, field visits and product demonstrations.

Having proven ability to work within assigned Major Accounts, understanding their strategic objectives and being able to facilitate mid- and high-level meetings between their key stakeholders and influencers.

Developing a clear strategy to enable new and untapped markets to be penetrated in

addition to leveraging the strong core products.

Identifying and interacting with clients during O&G Exhibitions, Technical events and relevant bodies to help formulate a better understanding of current and future market trends.

Providing the applications and Supply chain team with market intelligence to drive discussions with relevant suppliers and remain for creating new openings.

Continually bench-mark competition, understanding their strengths and weaknesses, to develop a strong value proposition and strategy for taking share.

Developing the strategies and tactics to enable profitable multi-year sales growth, price increase, cost out and margin expansion.

Developing strategies for growth including non-traditional approaches, inorganic and/or organic.

Consolidating a clear and detailed growth model for Major Accounts, capturing risk and opportunity over multi-year (2-3-year view).

Being the point of escalation for all product related matters with assigned Major Accounts.

Assisting with the closure of long-term agreements and driving balanced negotiations with the customers, with the support of the applications/ Legal/ SCM team.

Consolidating the commercial Critical to Quality (CTQ) needs for new product developments (NPDs) capturing and validating the Voice of the Customer.

Owning the Business execution plan for New Product Introductions (NPI) and Major Customer Product Opportunities (CPO) through the respective processes.

Tracking new pursuits and provide the Key Stakeholders with regular updates and likelihood to win.

Simplifying the visibility of the customer ordering process and provide regular estimates of the status vs plan.

Providing the planning and operational teams with clear forecasting data - consolidated view from the individual commercial team members.

## **BEHAVIORAL SKILLS/COMPETENCIES & EXPERIENCE REQUIRED:**

Experience with Choke or Control Valves in Oil and Gas sector (3 years +)

3+ years of Sales, Marketing or Product management experience

Bachelor's or master's degree in Engineering or related technical field

Excellent written and verbal communications skills

Interaction with customer technical stakeholders

Proven history of results in a fast-paced environment

Demonstrated creativity and problem-solving ability

Ability to work with a clear mind, whilst under pressure

Expected Travel 50%

Must reside within 1 hour driving distance of major airport in assigned region

Must have Qatar & GCC Experience

Previous knowledge of Choke and Control Valves.

Every day, the oil and gas industry's best minds put more than 150 years of experience to work to help our customers achieve lasting success.

## **We Power the Industry that Powers the World**

Throughout every region in the world and across every area of drilling and production, our family of companies has provided the technical expertise, advanced equipment, and operational support necessary for success—now and in the future.

## **Global Family**

We are a global family of thousands of individuals, working as one team to create a lasting impact for ourselves, our customers, and the communities where we live and work.

## **Purposeful Innovation**

Through purposeful business innovation, product creation, and service delivery, we are driven to power the industry that powers the world better.

## **Service Above All**

This drives us to anticipate our customers' needs and work with them to deliver the finest products and services on time and on budget.

## **Completion & Production Solutions**

Through NOV Completion & Production Solutions, we serve well intervention service providers and oil and gas producers, and we pursue opportunities around hydraulic fracture stimulation, wellbore intervention equipment, composite tubulars, pumps, floating production systems, and subsea production technologies. Our integrated approach delivers greater certainty, reliability, and peace of mind.

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