

Sales Manager

- **Located in Calgary, Canada**
- **Full-Time Position**

The Company

Katalyst Data Management (Katalyst) provides end-to-end subsurface data management solutions for the oil and gas industry. From data capture and verification, to data storage and organization, to marketing data online, our specialized data services cater for small enterprises, through to large multinational and corporate data centers. Katalyst's web-based iGlass services and their related controls, including system redundancy are key differentiators in providing and maintaining a high availability, 24/7 access for customers. Innovation and commitment has enabled Katalyst to provide excellence in both technologies and service qualities.

Key Responsibilities and Accountabilities

The Sales Manager for Canada is responsible for all revenue generating activities for Katalyst's second biggest region. In addition to holding direct selling responsibilities, the Sales Manager also oversees all business development activity and mentors other business development resources in the region. The Sales Manager is responsible for overall sales strategy, account planning, opportunity identification, and understanding the business challenges of the clients in order to recommend appropriate Katalyst solutions. The Sales Manager plays a central role in demonstrations/presentations, quotes/pricing and other proposal development activities.

Tasks

- Build a pipeline of opportunities for the Canada market
- Build and articulate a go to market sales strategy for Canada
- Offer mentorship and guidance to other business development resources in Canada
- Own forecast for Canada, working with Ops manager, update forecast as required in order to accurately portray and predict region performance
- Ensure that data is accurately and frequently updated in company's CRM system
- Meet regional sales goals as developed with management
- Demonstrate understanding of client requirements regarding subsurface data management and recognizing how Katalyst solutions can meet these requirement
- Present and articulate the benefits of a Katalyst solution and understand competitor comparisons in the market
- Identify and meet with existing and potential clients, and the decision makers within the client organization
- Plan approaches and pitches - work with team to develop proposals that speaks to the client's needs, concerns, and objectives
- Participate in pricing the solution/service
- Provide demonstrations of Katalyst technology to perspective customers, specifically iGlass and SeismicZone

Skills and Knowledge Requirements

- Background in oil and gas essential
- Demonstrable record of applying consultative sales processes to close complicated sales opportunities
- Self-starter; willing and eager to drive opportunities and seek assistance as needed
- Superior written and spoken communication skills, at ease presenting to groups of customers
- Plays well with others, an energetic and affable team member
- Calm under pressure
- Organized and driven to success, able to organize his/her own activities and those of key team members with an eye to closing deals
- A history of success in meeting quarterly objectives, while building a growing and sustainable business

Position Type and Expected Hours of Work

This is a full-time position. As a full-time position, the Business Development Manager is eligible to participate in the regional benefits offered to Katalyst employees.

Standard days and hours of work are Monday through Friday, 8:00 a.m. to 5:00 p.m.

Travel

The Sales Manager is required to travel to attend client meetings, strategic planning and explore opportunities. Travel varies, however, it could include local, regional, national or international as dictated by client and business needs.

Required Education and Experience

1. Bachelor's Degree or Technical Diploma in geoscience, highly desirable
2. 5+ year's sales experience into oil and gas marketplace
3. Comprehensive knowledge of seismic data (acquisition, processing, formats and media types)
4. Knowledge of E&P data management requirements and expectations

Additional Eligibility Qualifications

None are required for this position.

To Apply

Applications can be emailed in confidence to jobs@katalystdm.com.