



Job Description – Business Development Manager

JOB TITLE:	Business Development Manager	DATE:	January 2023
DEPARTMENT:	Sales	PREPARED BY :	Head of Sales
LOCATION:	Aberdeen, UK	APPROVED BY:	Managing Director
REPORTING TO:	Head of Sales - Global		

1. ROLE STATEMENT

EnerQuip experienced a strong growth in revenue and activities last year. However, we still have big plans!

As market leaders in the provision of torquing equipment for the make up and breakout of oilfield threaded tubular connections and downhole tools, EnerQuip seek to recruit an experienced Business Development Manager.

The successful candidate will be expected to engage with customers in a professional manner, representing the company in promoting and selling the company's goods and services both locally and internationally. As an experienced sales professional, with a hunger for commercial success, you will be proficient in engaging in dialogue and confident with oilfield drilling, downhole and completions terminology. Experience of service equipment is an advantage, as is direct sales experience into our existing client base (oil service companies).

The successful candidate will help to grow market share and bookings in line with company goals and targets, whilst adhering to EnerQuip's QHSE standards, responsibilities, policies and procedures.

2. CONTRACT

- Permanent, full time staff position – subject to completion of successful probationary period.

3. LOCATION

- The role will be based in Aberdeen, UK with a requirement to travel internationally. Office based with flexibility for ad hoc working from home.

4. ROLE RESPONSIBILITIES

- Qualify sales opportunities and sort by potential.
- Engage with existing clients and feed back into production team the required demand for goods and services utilizing face to face meetings or TEAMS calls.
- Actively promote company in new markets and territories to seek out new business, meeting with prospective clients as required.
- Work with production and service teams to manage client expectations and deliver updates on schedules.
- Manage own sales pipeline, including quotation creation as well as travel plans.



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- Liaise with engineering team and deliver customer feedback for integration into new product development cycles.
- Attend trade shows and corporate social events throughout the year, representing the company and promoting a professional image of self and company.
- Protect company commercial information by maintaining confidentiality.
- Creation of monthly/quarterly sales reports.
- Accountable for managing annual budgets for travel and entertainment.
- Work to deliver the company target of “25 by 25” (£25m by 2025).

5. SKILLS & EXPERIENCE

	ESSENTIAL	DESIRABLE
<u>SKILLS & EXPERIENCE</u>		
• Minimum of 5 years industry sales experience.	X	
• Strong attitude towards delivering customer service.	X	
• Ability to work with customer in providing a solution utilising the company’s available resources.	X	
• Demonstratable experience and history of delivering an agreed sales target.		X
• Ability to take a strong negotiating position.	X	
• A history of experience in selling high value (\$500k+) CAPEX industrial equipment with a sales cycle of 3+ months.		X
• Strong, confident presentation skills.	X	
• Excellent client management and relationship skills.	X	
• A strong focus on continual improvement within own self, department and company.	X	
• Microsoft software package experience (Outlook, PowerPoint, Excel etc).	X	
• ERP experience.		X
• Minimum 3 years of general oil and gas drilling and/or completions industry experience.	X	
• Working, technical knowledge of breakout units, torque machines, jartesters and torque logging equipment.		X
• Knowledge of thread licensees such as VAM and Tenaris, and their torque makeup processes as well as a working knowledge of downhole tools and their manufacturers and end users.		X
<u>EDUCATION</u>		
• Higher advanced educational background.	X	
• Bachelor’s degree in business management, marketing or other related field.		X



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6. METRIC MEASUREMENT

- Revenue
- Margin
- Client feedback and retention
- New accounts added
- Annual appraisal

7. TRAVEL

- Travel is dependent on project and demand requirements, but estimate 25% of your time should be assumed to be allocated to travel. There will be demand to be present at several industry trade shows throughout the year, but role has flexibility to manage travel as required.

8. QHSE

- Meet all company, industry and legal QHSE requirements throughout the execution of your duties. Contribute to safe working environment for all. Take part in relevant safety training as required.

Signed By: _____ Printed Name: _____ Date: _____