

Business Manager - US

S&M - Houston, Texas (Hybrid)

Role description

The Business Manager (BM) is responsible for customer development and sales closure throughout the North American Region. The Business Manager works with the technical and administrative members of the North American team of GeoSoftware and Geoactive as well as the members of the other teams, such as legal, licensing and financial to deliver products and services to the customers of the

territory.

Duties and Responsibilities

Financial

- Develop and execute sales plans for the territory to meet assigned objectives and sales quota
- Increase revenue from the customers within the assigned territory from year to year
- Ensure accurate financial reporting and revenue recognition for the territory
- Maintain CRM opportunities, revenue projections and weekly sales forecasts for the territory

Sales & Marketing

- Work with GeoSoftware and Geoactive colleagues to develop/update an annual sales strategy, addressing local market and customer needs which can be met with GeoSoftware and Geoactive offerings
- Develop and implement strategic account plans, which include customer's senior management, to increase and expand GeoSoftware and Geoactive business opportunities and market share
- Manage sales process from opportunity identification, through contract and price negotiation to product delivery and revenue collection
- Develop and expand the area account base to facilitate continued annual revenue growth with an emphasis on services, software license sales, and continuation of maintenance and support (M&S) services

Client Management

- Meet with clients across the region regularly qualify accounts, understand needs, propose solutions, develop leads, progress opportunities and close sales
- Ensure client satisfaction in all business activities
- Build relationships within the organization to enable access to information and grow understanding of possible opportunities

- Control the cycle and manage client expectations to ensure training, support and other GeoSoftware and Geoactive products and services
- Meet and exceed customer expectations
- Identify training needs within the client base and develop plans to satisfy these opportunities Operational
- Ensure that agreements for software, M&S, confidentiality, non-disclosure etc. are duly signed and appropriately filed; regularly review and amend the content of these documents as required
- Accurately communicate progress on sales cycle and manage internal expectations to facilitate forecasting and planning at the business line level
- Participate as a full and equal member of the GS and GA team in the NA region
- Represent the company at industry events such as trade shows.
- Maintain accurate account, contact and opportunity data in the company CRM system

Skills

- Strong English language communication skills (written and oral; one-to-one and group)
- Ability to communicate with ease at different levels in the organization and to stakeholders with different backgrounds and objectives
- Ability to identify roadblocks and determine ways to overcome them
- Flexibility in working within different constraints and frameworks
- Strong negotiating skills
- Attention to process and procedures

Competencies

- Building trust
- Hunting mentality
- Influencing
- Alignment with company interest
- Customer Focus
- Result-oriented
- Technical Expertise (Sales & Geoscience)

Qualifications & Requirements

Required:

- 10+ years sales experience in a related field
- Track record of meeting, and exceeding quotas in sales
- Experience selling into enterprise accounts

Desired:

- Bachelor's degree in technical discipline
- Experience in one or more sales methodologies such as Miller Heiman, Sandler, etc. Experience in Geological and/or Geophysical software sales within the E&P industry
- Experience in selling in the USA Upstream O&G industry

Travel

- Ability and willingness to travel frequently
- Mixture of local and throughout USA

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