

## Oil & Gas Account Director, Americas Houston, Texas, USA

### COMPANY BACKGROUND

WFS, is currently looking for an Oil & Gas Account Director to join our Americas Oil, Gas & Offshore Wind Business. We focus on providing end user customers with subsea digitalization solutions for Asset Integrity and Process.

WFS's patented Subsea Internet of Things (SIoT) technology reduces offshore risk and cost while increasing production through networks of smart wireless sensors and devices, edge computing, cloud architecture and data analytics software.

We deliver solutions for offshore structures, wellheads, separation, production and pipeline facilities, cables and operations.

### RESPONSIBILITIES:

- Prospect, introduce and sell the full scope of WFS products and digitalization project services to existing and new customers in offshore energy production and subsea operations across the Americas
- Build and maintain lasting strategic and consultative relationships with clients and partners by understanding focus and needs, and anticipating requirements
- Create and support compelling client value propositions in proposals
- Follow up with clients regularly to ensure needs are being met and expectations exceeded; present new ideas and industry insights and identify opportunities to solve client problems.
- Coordinate customer demonstrations, present at conferences and network events
- Create and develop sales materials including presentations, white papers, online
- Maintain a database of clients, prospects, partners, and vendors in Salesforce

### EXPERIENCE:

- Initiated, managed and secured \$1m+ projects from major energy Clients.
- Have a thoroughly researched clear and detailed approach to developing an account prior to initial senior level contact.
- Demonstrated an ability to engage 'C' level personnel in a strategic business issue dialogue, uncovering client/prospect needs, both implicit and explicit.
- Managing multiple accounts while seeking new opportunities in business development mode

- Track record of understanding client needs, negotiate costs, services and commercial contracts
- Proven experience building on existing relationships and ensuring customer satisfaction within your accounts.
- Demonstrate a thorough understanding of industry trends and issues facing offshore engineering, operations and maintenance functions.
- Be able to effectively credential WFS Technologies through exploration of results driven case studies and white papers and able to demonstrate a clear link between WFS capabilities/business outcomes and the needs and issues faced by the customer/prospect.

**QUALIFICATIONS:**

- Bachelor's degree in engineering or a related discipline and MBA or equivalent
- 4 years' experience in administrative role reporting directly to upper management
- Proficiency in Microsoft Office and Salesforce, with aptitude to learn systems
- Willingness to travel globally as needed to meet with clients and prospects