



Division/Department	Sales	Location	Various (Houston, Midland, Denver)
Job Title	Sales Representative	FLSA Classification	<input type="checkbox"/> Non-Exempt <input checked="" type="checkbox"/> Exempt
Type of Position	Full-Time		

GENERAL ROLE DESCRIPTION

Essential Functions

- Responsible for sales and business development for company’s products including its mobile proppant management systems, mobile chemical management systems, Kingfisher terminal, technology offering and new product lines
- Ensure departmental Key Performance Indicators are meet or exceeded
- Identify and develop new opportunities and manage the sale to successful close
- Lead multiple customer sales cycles at once and close effectively
- Perform customer acquisition and relationship management
- Build and execute account plans to achieve sales goals and identify growth opportunities to expand the business
- Work closely with the operations and engineering teams to create fit-for-purpose customer solutions and help to identify new products based on customer and industry needs
- Communicate with customers on a regular basis and respond to specific queries, complaints and problems in a timely and effective manner
- Conduct effective sales presentations addressing the business needs to the customer and propose value-added solutions
- Act as the liaison between customers and internal teams
- Prepare and assist with daily, weekly, and monthly reporting requirements of customers
- Prepare internal monthly, quarterly and annual reports and forecasts
- Perform and assist various other duties and activities as assigned within the physical constraints of the job

Experience/Education

- Bachelor’s Degree required - Technical or Engineering discipline preferred
- 5+ years sales experience in the oil and gas industry
- Strong understanding of oil and gas wellsite completions and production operations
- Ability and flexibility to travel up to 50% of the time
- Proven ability to work with technical resources and sales management
- Proficiency with Microsoft Excel, PowerPoint, and Word
- Experience with drafting/reviewing/negotiating customer pricing proposals, contracts and service agreements
- Tenacious self-starter who can quickly learn the products and sell them
- Robust analytical skills
- Excellent communications skills and ability to communicate at all levels within our customer’s organization
- Strong organizational skills, dependability and the ability to organize, prioritize and maintain numerous ongoing tasks
- Must be legally authorized to work in the U.S. without requiring sponsorship for employment visa status

CONTACT INFORMATION

Email Resume to: _____careers@solarisoilfield.com_____	Phone: _____ (832) 9175749 _____	Website: _____ www.solarisoilfield.com _____
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