



Oilfield Water Solutions Sales Manager / Sr. Account Executive

Background

Water is the most critical natural resource on earth. Like any natural resource, its sourcing, use, and disposal must be carefully managed. Historically this has been very difficult with water (vs. say, energy) since there are no ready water substitutes, and (outside of discrete small locales) no transparent market-based data or trading mechanisms through which economic exchange can govern supply and demand.

Who We Are.

B3 aims to address that challenge by building data and analytics tools for water-related decisions. We provide transparency to mitigate risk and unlock opportunities for entities across the energy – natural resource landscape. We deliver water intelligence through an intuitive web-based data analysis platform to oil and gas and other industries focused on water management. B3 is a full-stack data company, from our proprietary data collection platform to our extensive data management processes and our built-from-the-ground-up platform.

We select and evaluate our team members based on aptitude for (a) getting the right stuff done (GRSD), (b) finding a way (analytical yet hungry to learn), (c) taking ownership (accountability), and (d) being professional and humble.

The Role.

The responsibilities include developing long-term relationships with a portfolio of potential customers in underserved (by both B3 and the market in general) mid – small Oil and Gas market segments, and selling them on the value of B3's products and services; maintaining our relationship with current customers, and most importantly, closing new accounts. This role will also have accountability for creating a sales plan and structure for addressing these and other market segment(s); and for sales team development / management. The person is a hunter who collaborates with cross-functional internal teams to ensure the successful closing of new business.

Your toolkit

- Effectively network with decision makers in various disciplines within the oil and gas industry
- Generate new revenue leads through prospecting and meaningful interactions (phone, email, events, etc.) and successfully monetize those relationships
- Leverage B3's CRM to ensure data on sales process and prospects is up-to-date and actionable
- Meet or exceed quarterly performance targets which include: leads generated, closed/won revenue and customer conversion rates
- Understand the importance of new sales and account retention with demonstrated expertise of a "complex sales" process including: prospecting and discovery stage, B3's value proposition, buying process, decision makers, and closing process
- Forecast, manage and report on sales forecasting
- Conduct tailored demonstrations based on prospective customers business needs
- Recommend potential new product features based on customer feedback and collaborate with Product team to represent voice of market
- Intangibles include being driven by results, high goal-orientation, and working with appropriate situational level of urgency



Qualifications/Skills.

- Bachelor's degree
- Minimum of seven years in a sales environment with two years in a direct, outside sales role, ideally in the energy (Oil and Gas) industry.
- Demonstrated ability to meet/exceed annual quarterly revenue target(s)
- Experience working with small and mid-cap enterprise customers; clearly identifying decision makers within the sales process
- Exceptional communication skills, highly organized, collaborative and detail oriented
- Experience building and maintaining relationships to defend and grow existing customer base

Location: This role will be based on TX (Houston, or Permian-centric location).