



Oilfield Water Solutions Inside Sales / 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 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.

This role will have 2 primary accountabilities:

1. Qualifying, managing, and moving leads and deals through from beginning to final deal negotiation and close stages
2. Closing deals

B3's lead generation engine is robust and growing. This role requires real proficiency in executing a disciplined sales process to move deals through the pipeline efficiently, so that B3 can accelerate our sales cycle(s) and close the right deals, faster. This role will assume ownership of (a) qualifying incoming leads (b) managing and nurturing priority deals through the pipeline (c) conducting demonstrations online to qualified leads. The individual will sell potential customers on the value of B3's products and services, connecting with industry leading business executives and decision makers, and most importantly, closing new accounts. The role collaborates with cross-functional internal teams to ensure the successful closing of new business.

Your toolkit

- Efficiently manage multiple deals simultaneously, leveraging (but not relying 100% on) internal resources as needed to progress deals through the pipeline to close.
- Effectively identify and network with decision makers in various disciplines within the oil and gas industry
- Qualify new revenue leads through 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: closed/won revenue and customer conversion rates
- Understand the importance of deal and lead qualification and nurturing from initial stages to final stages in the pipeline, with a demonstrated expertise in executing a robust 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 5 years in a sales environment in a direct, outside or inside sales role, ideally in the energy (Oil and Gas) industry.
- Demonstrated ability to independently source, qualify, and manage deals through pipeline and execute a disciplined sales process of a technical product/ service.
- Experience working with 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
- Proven success in remote work situations regarding individual and team processes, goals, and outcomes

Location: This role will be based in either Texas (Houston, Dallas or proximate areas), or Denver and report to the Director of Sales