

**LIBERTY LIFT SOLUTIONS**  
 Job Description: High Volume Technical Sales



Division/Department	XL/GL/JP
Location	Denver, Colorado
<b>Job Title</b>	<b>High Volume Technical Sales</b>
Reports to	Wes Mcdaniel – GL/JP PLM

Level/Grade	Type of position:	Hours <u>40</u> / week
	<input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Contractor <input type="checkbox"/> Part-time <input type="checkbox"/> Intern	<input type="checkbox"/> Exempt <input checked="" type="checkbox"/> Nonexempt

**POSITION SUMMARY**

The employee will be responsible for developing a strategy to grow customer base focusing on top line revenue generation through sales of Liberty Lift gas lift, jet pump, XL and conventional pumping unit equipment and services. Primary sales territory will be Denver, Colorado with focus on customers in Colorado, Utah, Wyoming, Montana and North Dakota.

**RESPONSIBILITIES**

- Establish, develop, and maintain customer relationships.
- Target new business in specified markets.
- Increase product knowledge through collaboration with our Sales and Marketing and Account Management teams.
- Work with Manager to develop and execute a strategic sales initiative for GL, JP, XL and Pumping Unit product lines.
- Work with customer to develop and execute a conversion strategy.
- Troubleshoot problem wells.
- Prepare and deliver technical sales presentations to customers as needed.
- Work with the operations group to ensure a seamless transition from making the sale to completing the job in the field

Technical/Evaluation Process

- Analyze designs and well characteristics to be able to evaluate potential applications and offer technical solution to customers.
- Follow up after install to ensure satisfaction of client and see if optimization is possible
- Work with each PL manager when their product/service as needed
- Work closely with field personnel to increase probability of success before, during and after installations.

Pricing/Quotes

- Work internally with other LLS team members to provide competitive pricing to prospective clients in a timely manner
- Work internally to develop value added competitive commercial proposals combining various products and services to our clients

## QUALIFICATIONS

- High school diploma or general education degree (GED)
- College BoS Degree
- 2+ years of industry experience of ALS experience in sales and oil and gas well analysis.
- Proficient oral and communication skills.
- Experience giving presentations
- Experience bidding on tenders and RFQs.
- Capable of completing and interpreting gas lift and sucker rod designs.
- Comfortable calling on customers
- Should be competent in interpreting wellbore diagrams, deviation surveys and production charts
- Basic computer skills

## COMPETENCIES

- Professional Maturity
- Communication
- Flexibility
- Customer Service
- Collaboration and Partnership
- Attention to Detail
- Teamwork
- Responsibility
- Time Management
- Leadership
- Job/Technical Knowledge
- Problem Solving
- Integrity and Respect
- Accountability

## PHYSICAL DEMANDS AND WORK ENVIRONMENT

*Physical Demands:* This job is a mostly sedentary role; however, moderate physical activity is occasionally required to stand, walk, sit, reach, carry, pull, lift or otherwise move objects up to 25 pounds. Employee is required have specific vision abilities which include close and distant vision, peripheral vision, color vision, depth perception, and the ability to adjust focus. Employee is also required to talk and hear.

*Work Environment:* This job operates in a professional office environment. The noise level is moderate and in a well-lit area. This role routinely uses standard office equipment such as computers, phone, printers, photocopiers, filing cabinets, and fax machines. This position may encounter overnight traveling.

## EMPLOYEE ACKNOWLEDGEMENT

My signature below acknowledges that I have received, read and understand this job description, and that I am expected to consistently demonstrate the essential job duties and core competencies of the position with or without reasonable accommodation. Furthermore, I acknowledge that I may be expected to perform additional tasks and projects as assigned, and I agree to perform such tasks and projects, along with the essential functions of my job, in accordance with the performance standards and expectations set forth by the company.

\_\_\_\_\_  
Employee Name (Printed)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Employee Signature