

EnerCorp Engineered Solutions, LLC is a private equity sponsored oilfield services company with operations in Canada and the United States. EnerCorp specializes in providing its customers sand filtration and sand management technologies / services, and custom fabrication. We are committed to delivering high quality specialty products and services, on budget, on time, and exceeding customer expectations while providing a safe and excellent working environment for our employees. EnerCorp provides innovative technologies produced in North America that deliver engineered solutions.

1.0 DUTIES AND RESPONSIBILITIES

The Account Manager is responsible for the management of sales and relationships with customers, engaging and developing new accounts, identifying business opportunities, and reporting and managing client expectations. This individual will identify client's short and long-term needs and ensure that they are compliant with Enercorp's delivery. This position requires teamwork with sales and contact with marketing to prepare sales presentations and ideas to upsell Enercorp's products and services. The Account Manager will consider clients' budgetary needs, spending and revenue, and be able to explain all cost factors related to the product and/or service being provided. This position will serve as an interface between operations, sales and customer service team in the company. The Account Manager must be aware of customer account demands, plan how to meet these demands, while generating sales for the company.

1.1 Specific responsibilities

- Provide information about competitor's sales, designs, and market share.
- Gain and maintain relationships with clients and present new products.
- Generate sales for a selection of accounts and reach the company's sales target.
- Operate as the lead point of contact for all matters specific to your accounts.
- Build and maintain strong, long-lasting customer relationships.
- Overseeing customer account management, including negotiating contracts and agreements to maximize profit.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- Forecast and track key account metrics (quarterly sales results and annual forecasts).
- Demonstrate ability to communicate, present and influence key stakeholders at all levels of an organization.
- Help customers through email, phone, online presentations, screen-share and face-to-face meetings.
- Enhance department and organization's reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Work to increase revenue and asset values through identified efficiencies and savings.
- Monitor and analyze customer's usage of our product.

- Responsible for working with the Sales team to onboard and integrate new clients and developing existing client relationships.
- Maintain or exceed given quotas (from sales manager).
- Coordinate, maintain, and present status reports.
- Facilitate enhancements to communications, tools, capabilities and product lines.
- Actively seek new clients and always aim to acquire additional revenue streams.
- Gain and maintain a high level of customer satisfaction.
- Participate in, collaborate on, and communicate in-house brand promotions.
- Communicate daily with clients, managers and sales to demonstrate value and stay informed.
- Create budgets and schedules that meet accounts' needs, while meeting deadlines for product development and delivery.
- Maintain and organize active accounts post-sale.
- Handle difficult clients politely.
- Actively listen to clients and know business, company, and products.
- Manage ongoing conference calls and ensure a positive relationship with assigned accounts.
- Ability to travel extensively.
- Assist in the confidential due diligence of mergers and acquisition opportunities.
- Observe safe work practices, safety rules, regulations. Complies with EnerCorp and client safety policies and procedures. Initiates JSA procedures and hazard recognition practices prior to any job tasks during the training phase. Corrects obvious hazards immediately.

2.0 REQUIREMENTS

2.1 Education, Training and Experience

- A bachelor's degree in business or related degree and at least five years of confirmed advancement in complex account management.
- Two to five years of experience as an account manager, product manager or project leader in an Oil and gas service company preferred.
- Two to five years in a sales or sales support.
- Proven ability to manage numerous projects.

2.2 Skills and Abilities

- Knowledge of business
- Communication and organization skills
- Emotional intelligence
- Excellent listening and negotiation skills as well as strong written and presentation skills
- Technical ability
- High level of general office software (PowerPoint, Excel, Word, Outlook)
- Detail oriented individual with proven ability to prioritize and complete multiple projects concurrently and within projected deadlines. Ability to offer creative solutions and resourceful problem-solving skills a must.
- Energetic self-starter with the ability to work in a fast-paced environment. Must have flexibility of working extended hours as needed, and the ability to work independently.
- In addition to independent qualities, the ability to work well as part of a team is vital.

3.0 PHYSICAL AND SAFETY REQUIREMENTS

- Pass the required drug and alcohol screening as well as MVR.
- Clean driving record with ability to travel to customer sites on a regular basis.
- While performing the duties of this job, the employee must be able to hear and communicate without hindrance and is regularly required to use hands to hold, handle or feel; reach with hand and arms, talk or hear and taste or smell.
- The employee is regularly required to sit, stand and walk. The employee may occasionally be required to climb to heights of less than 10 feet, balance and stoop, kneel, crouch and crawl under and around equipment.
- Ability to occasionally lift office products and supplies, up to 20 pounds.
- Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

4.0 OTHERS- TRAVEL

- This position requires frequent day and overnight trips outside the local area and occasional international travel.
- Work will be performed in various environments such as office, shop/warehouses, and client sites.
- Various outdoor weather conditions and loud work areas to be expected while in the field.
- The employee must be able to work independently and will spend approximately 30% of their hours in an office environment but will spend the other 70% of his/her time visiting clients.
- The employee must be adaptable to the unique working conditions that consist off long and irregular hours and changes in locations to meet client needs.

5.0 ACKNOWLEDGEMENT OF RESPONSIBILITIES

I have read and understand the duties outlined in this job description.

Employee Signature

Supervisor Signature

Employee Printed Name

Supervisor Printed Name

Date Signed

Date Signed