



## **Regional Sales Representative – West Texas Region**

Sun Specialty Products (Sun) is a global sales organization specializing in manufacturing and supplying many proprietary and patented oilfield products, equipment and services worldwide. We provide engineered product solutions for many drilling, workover, and completion problems.

Sun is well known for our full line of high quality, proprietary specialty drilling fluid additives (DFA) designed to save operators significant time and expense while drilling in all types of challenging downhole environments. Our DFA products have a long history of solving problems associated with torque & drag, stuck pipe, wellbore stability, lubricity, fluid loss, bit balling and a host of other problems routinely encountered by operators.

Due to our exceptional growth, Sun is seeking an aggressive Regional Sales Representative for our West Texas region. This position covers office & field locations throughout West Texas and New Mexico. The Regional Sales Representative will report directly to the Vice President of US Operations.

The Regional Sales Representative position is responsible for marketing and selling Sun's drilling, completion, and workover products and services in the designated territory and expanding Sun's market share through the development of new accounts and expanding business with existing clients.

### **RESPONSIBILITIES**

- Present and sell company products/services to current and potential clients in the field and in offices.
- Prepare marketing plans and schedules to identify specific targets and establish sales goals.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Develop and maintain sales materials and knowledge of Company's products.
- Identify and resolve client concerns.
- Communicate new information gathered through field activity to appropriate company staff.
- Service customer jobs sites as required.
- Meet & exceed sales goals and objectives established with management.
- Participate in marketing events such as seminars, trade shows, industry events and lunch & learns.
- When necessary, follow-up for collection of payments from customers.

### **COMPENSATION STRUCTURE**

- Base salary plus commission commensurate with experience
- 401K
- Company vehicle or Auto Allowance
- Health and related benefits

### **EDUCATION AND QUALIFICATIONS**

- Bachelor's degree strongly preferred; business or communications degree.
- Previous sales experience in the oil & gas industry preferred.
- Excellent communication skills required.
- Excellent computer skills, including the use of Microsoft Word, PowerPoint and Excel.