

### Job Summary:

EV helps the upstream energy industry identify, understand, and resolve issues that affect the productivity, integrity and economic performance of their most important assets. We are pioneers, providing a complete and quantified picture to the global oilfield industry. We are Revolutionizing Visual Analytics.

As part of the expansion of our Data Analytics product line, EV is seeking a dynamic Sales Associate for Digital Solutions to support the growth of our data services and digital solutions portfolio in North America. This role is designed to complement the Sales Manager, focusing on lead generation, client engagement, driving market expansion, and sales acceleration. The Sales Associate will collaborate directly with operating companies and leverage synergies with energy service providers, where the cloud-hosted AIVA<sup>®</sup> system and MIPSPRO<sup>®</sup> and PIPPro<sup>®</sup> analysis software enhance asset management and decision-making processes.

The ideal candidate is proactive, highly organized, and results-driven, committed to providing high-quality service while being an excellent communicator. This is a unique opportunity to join a fast-paced leader of innovation, offering strong earning potential and exciting opportunities for career progression.

### Interfaces:

Reporting line:	Sales Manager – Digital Solutions
Direct reports:	None
Interface and teamwork with:	Global Data Analysts, Regional Sales, EV Technical Partners, and Software Product Line teams
Region:	North America
Location:	Houston, TX; Denver, CO; or Calgary, AB

### Job Brief:

The Sales Associate for Digital Solutions (SADS) will play a key role in identifying, prioritizing, and pursuing business opportunities where EV's AIVA<sup>®</sup> cloud-hosted system and MIPSPRO<sup>®</sup> and MIPPro<sup>®</sup> analysis software deliver valuable solutions to customers.

The SADS will primarily focus on lead generation, client engagement, driving market expansion, and sales acceleration for the AIVA<sup>®</sup> cloud-data platform. By showcasing AIVA<sup>®</sup>'s benefits of scalable, secure, interactive, and on-demand data access, the SADS will help clients unlock meaningful insights and create significant value for both their operations and EV. Additionally, the role supports the promotion and sale of EV's industry-leading data processing and analysis software solutions, MIPSPRO<sup>®</sup> and MIPPro<sup>®</sup>.

The SADS will be responsible for meeting and exceeding personal sales targets while also supporting the Sales Manager – Digital Solutions and EV Regional sales teams in achieving their goals.

Comprehensive training on EV's product lines will be provided, with additional support from subject matter experts and technical resources as needed. The successful candidate will have the opportunity to be at the forefront of class-leading, innovative products, and will be expected to deliver the highest standards of service quality and customer support.

## Role and Responsibilities:

### ➤ Client Engagement & Sales Support:

- Identify, qualify, and initiate contact with prospective clients.
- Conduct initial discussions to introduce the software, understand client needs, and assess potential opportunities.
- Coordinate, assist and execute product demonstrations, ensuring seamless execution.
- Maintain active communication with prospects, tracking engagement and progressing leads through the pipeline.
- Achieve sales targets by securing work with the required frequency to assist in delivery of Regional Revenue Budget and EBITDA targets.
- Actively engage with EV social media channels to assist with customer engagement, brand awareness, and lead generation to help drive B2B sales.
- Behave in a professional, courteous and suitable manner at all times.

### ➤ Market Research & Strategy:

- Monitor competitor activities, pricing strategies, and market trends to enhance positioning.
- Provide insights into customer feedback to optimize sales strategies and product offers.

### ➤ Proposal Development & Documentation:

- Assist in drafting and refining sales proposals based on customer needs, success criteria, and value impact.
- Maintain organized records of prospective interactions, proposals, and sales agreements.
- Support contract structuring and pricing discussions in collaboration with the Sales Manager.

### ➤ Event & Regional Expansion Efforts:

- Represent the company at industry events, trade shows, and networking opportunities.
- Focus on specific regions to drive localized engagement and market penetration.
- Collaborate with internal teams to align efforts with overall business goals.

### ➤ Operational Efficiency & CRM Management:

- Maintain and update CRM systems with accurate sales tracking information.
- Provide administrative support for sales-related activities, ensuring streamlined execution.

- Work closely with the Sales Manager to refine engagement strategies and optimize workflow.
- Lead, abide by and maintain adherence to Company Quality, Health, Safety and Environmental policies and procedures at all times.
- Adhere to the Authority Levels Policy, the Code of Business Conduct and all other current business policies at EV.

### Experience required:

- Minimum 5 years in the Region in sales, business development, or account management within an Oilfield Service Company, preferably within data analytics, digital transformation, or software products.
- Proven track record for strong, repeatable revenue growth from B2B sales within the oilfield technical services sector.
- Strong network and ongoing relationships with buyers, influencers and technical/management within major energy companies and service companies in North America.
- Demonstratable experience of sales processes.
- Ideally a graduate degree qualification in a relevant engineering or science discipline, preferably with experience of software engineering or data sciences, or equivalent vocational qualifications and achievements within one or more of these domains.

### Local Requirements:

- Legally able to work and reside in the United States of America or Canada.
- Eligible to travel across North America as required.

### Key Personal Skills:

- A driven individual with the ability to motivate themselves and others.
- The ability to sell ideas, products and services.
- A strategic and creative mind with strong commercial acumen.
- Ability to communicate effectively with a range of technical and commercial stakeholders.
- Strong technical skills to understand and propose products or solutions by focusing on the client's requirements.
- Excellent customer service skills.
- Ability to work effectively with multi-cultural teams and organizations.
- Excellent time management skills and the ability to multitask.
- Solid IT skills and knowledge of necessary software applications including, log data analysis software, Microsoft Power BI and office 365, and CRM software applications.
- Excellent written and spoken English, with advantage for fluency in additional languages.