

Saudi Arabia Senior Technical Sales Advisor

ROLES AND RESPONSIBILITIES

Interfaces

Reporting line: KSA Country Manager
In-direct Reporting line: MENA Sales Manager
Direct Reports: KSA Technical Sales Advisor(s)
Interface and teamwork with: Clients and service companies
EV sales and operations team in KSA and the region.
KSA Agent, GoTech and Tanajib
Location: Al Khobar, KSA

Roles and Responsibilities

General

- Abiding by and maintaining adherence to Company Quality, Health, Safety and Environmental policies, procedures and code of business conduct at all times.

Business Development

- Aggressively growing EV's business in the Kingdom of Saudi Arabia, aligning and abiding to EV's Mission and Vision.
- Marketing and Presenting EV products and services generating enquiries for Extreme Video, Visual Analytics, Data Analytics, Pipeline Diagnostics, and Green Analytics with all Operators in the Kingdom of Saudi Arabia.
- Daily interaction with Saudi Aramco, all divisions throughout all Saudi Aramco office locations the Kingdom of Saudi Arabia.
- Saudi Aramco account management; operational documentation completion and invoice submission. Routinely and accurately following up on account receivables.
- Reviewing enquiries both technically and commercially and producing customer quotes in conjunction with line management.
- Identifying key technical partnerships in the Kingdom of Saudi Arabia and, with line management, agreeing on the way forward in regard to MOUs, MSAs, etc if so required.

- Ensuring EV is registered with all Operators in the Kingdom of Saudi Arabia for any tenders.
- Working closely with the local agent, GoTech, to identify all opportunities available in the market and ensure technical presentations are carried out to all the key stakeholders within the Operators.
- Weekly Sales Reports and CRM maintenance
- CVR entry and client engagement
- Accurate monthly, quarterly and annual forecasts
- Securing success story capture, Technical Paper release/authoring, data release for EV external media broadcasting, internal success stories

Operations Support/Coordination

- Attendance of daily or scheduled meetings with clients and service companies as required in the region.
- Pre job briefing to Field Engineer(s) assigned to the operation, ensuring client objective(s) are fully understood, and EV's target objectives are fully understood.
- Pre job planning & equipment preparation independently or with the field engineers assigned to the operation prior to equipment mobilisation.
- Post job deliverables Job Report / Data Deliverables are reviewed, Quality checked and to the highest standard for all operations.
- Pre-job meetings with clients and post-job wash-up meetings, including HAZOP or equivalent.
- Preparation of required documentation including but not limited to manifests, delivery notes, operating procedures, risk assessments, operational reports and service reports.
- Recommending and getting approval for new or revised operating procedures and/or equipment improvements or Products.
- Assist the client during the operation to make sure that the job meets objectives.
- Ensure compliance with EV policies and directives by all reports.