

Interfaces:

Reporting line: Southeast Asia Manager
Direct Reports: None
Interface and teamwork with: Operators
Service Companies
Agents/Representatives
EV Asia team

Location: Kuala Lumpur, with occasional travel to regional offices in Peninsular and East Malaysia

A Sales Representative is responsible for the implementation of market strategies. This is accomplished by successful performance of fundamental sales activities and development of customer relationships. Customer satisfaction in all aspects of EV's service delivery is central to success as a Sales Representative. Using experience and training a Sales Representative will exceed Customer expectations, achieve targets, and develop their career as a professional Sales Representative in an exciting company with EV.

Role and Responsibilities:

- Leading, abiding by and maintaining adherence to Company Quality, Health, Safety and Environmental policies, procedures, and code of business conduct at all times.
- Actively performing the fundamental sales activities critical for successful B2B sales: **Prospecting, Qualifying, Sales Meetings, Presenting Proposals, Follow Up.**
- Sales support to Technical Partners and Local Representatives of EV in Malaysia.
- Develop relationships through active communication, collaboration, engagement, and professional development.
- Develop alliances with contractors/customers in close coordination with the Business Development function at Head office and the CEO
- Lead all proposal & tender submission within the assigned areas in coordination with EV Operations and Business Excellence teams.
- Coordinate with Operations team for pre job planning and resourcing, programme writing, reviewing video from jobs, final report editing and quality control.
- Attend Operator and Service Company meetings in the assigned area, assist technical sales for complex jobs, post job reviews, failure/serious service incidents and reporting, risk assessments, operating procedures and HAZOPs.
- Development and Execution of Sales strategy for Malaysia customers, ensuring alignment with the overall EV Global Business strategy set by the Group CEO to efficiently deliver targets.



Key Performance Indicators:

- Direct sales revenue in Malaysia
- Visual Analytics sales targets
- Technical Partnership sales targets
- CRM reporting with CVR and Sales Opportunity targets

Experience Requirements:

- Minimum 5 years in a technical role with a Service Company or Operator
- Data acquisition experience with Wireline and/or Coil Tubing

Local Requirements:

- Legally able to work and reside in Malaysia
- Malaysian citizen preferable

Key Personal Skills:

- Proactive attitude to communication with Customers and Partners
- Ability to perform tasks independently with limited supervision
- Ability to anticipate the needs of Customers and uncover new opportunities
- Excited to learn and develop new skills
- A desire for personal and professional growth