

Interfaces:

Job Title:	Senior Technical Sales Advisor
Reporting line:	Frank Salverda
Direct reports:	N/A
Interface and teamwork with:	Canada Field Specialists Analysis Team Canada Region Manager VA Director & Marketing Executive Customers
Location:	Calgary

Role and Responsibilities:

- To develop and implement the growth strategy of EV services and solutions for EV customers in Canada. This remit includes both land and offshore geographies.
- Working with both land and offshore to support logging and integrated services by ensuring availability of business development material, timely data processing and providing general support as required.
- Interfacing with customers to develop solutions that address their information and diagnostic needs based on logging and video Integrated portfolio.
- Proficient in the promotion, delivery and development of EV's Visual Analytic services.
- Client meetings to further develop EV VA services in the Canadian market.
- Deliver EV VA results to clients, assisting in resolving their challenges, and exploring further EV products.
- Proficient in EV VA products including: MIPS, PIPS, PerforationVA and Web Portal.
- Delivery of EV VA products within the customer timeline for decisions.
- Data processing or Data Analysis of data as and when required in the region
- Drafting, creating, developing and delivery of technical papers in the region
- Customer technical presentations and webinars to develop the local market for EV
- Seek and secure data release for use of specific customer data in EV marketing

Key Performance Indicators:

- Canada Region Revenue and EBITDA per budget



THE DOWNHOLE VISUAL
ANALYTICS COMPANY

- Growth of EV VA services in Canada
- Secure new customers for EV Canada