

Argentina Jobs Expertini®

Account Sales Executive – Oil & Gas/ Energy industry

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Company: Chronos Consulting

Location: Argentina

Category: production

The Role:

Reporting to the Sales Manager based in Argentina, this role will generate revenue growth through the sale of the company's software, tools, and professional services. You will be responsible for:

Achieving sales quota for licenses and services in the oil&gas/energy sector under your responsibility, with a clear and well-articulated plan and account strategy.

Handling day-to-day sales process with assigned clients, organizing account meetings, regular customer visits, and also maximizing new opportunities.

Taking ownership of the business model and sales process for assigned accounts that includes full responsibility for proposals, contracts, and pricing approval for licenses and professional services.

Enhancing sales results, working cross-functionally with other teams, managing solution business value, and participating in conjunction with functional groups to develop and demonstrate to the client's financial profit.

Assembling market information to investigate consumer trends and analyze the competition.

The Requirements

B.S. in Engineering or related field with 5+ years of previous experience in the Energy / Oil&Gas sector

Demonstrate effective selling and presentation techniques to influence customers.

Proficient at establishing and cultivating "C" level consultative relationships, capable to hunt

and generate new clients.

Experience in software/process Industries is a plus.

Knowledge of CRM (ideally Salesforce or Oracle).

Self-starter, independent, passionate, and able to work and produce results, with limited supervision.

Strong communication and interpersonal skills, plus an advanced level of English are mandatory.

Home-based role with 50% travel within Argentina and Uruguay in the near future.

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