



Job Description

Business Development Manager

Are you a “trophy” hunter? Do you carefully select and successfully capture your audience? Do you value premium quality over price? Are you passionate about sales and get excited when your client ‘buys in’? Do you want to be part of a young, rapidly growing, privately held company where excellence in service and technology is more than a buzzword? Does a company which focuses on excellence in client experience and value creation tweak your interest? If flexible hours, the “work-hard-play-hard” atmosphere of a new ‘Google-like’ office, unlimited vacation and the absence of the stiff corporate tone appeals to you, then consider joining our team!

The following will appeal to the **Ideal Candidate**:

- You’re looking for a cultural ‘fit’ rather than just a job
- The gratification of a job well done comes from the **satisfaction of your clients**
- You work more for the client than for yourself, yet remain true to your values
- You love the movie Glengarry Glen Ross and eat-sleep-and-live the mantra ABC
- It’s in your nature to do less but do it really well and always **deliver** what you promise
- Your **passion**, outgoing personality and self motivation drive who you are
- You like to be **part of a team** much more than to be by yourself
- Your strengths come from collaborating with others, reading and learning like you’ve never left school
- You have **no boss**, but a mentor and guru, that guides you to master your skills and will expect you to outshine him/her in the future
- Kaizen applies to you because of your relentless drive for improvement
- You work hard yet you find time to rejuvenate and **have fun in your workplace**
- You are **curious**, creative, biased for action and love solving problems

Here’s the lowdown... You are a sales person through-and-through with a start-up mentality and strong business acumen. You are **hungry** to identify potential deals and create the tactics you need to bring them to fruition. Using your influencing and relationship-building skills you’ll:

- Interact extensively with the Business Development; Sales; Marketing; Client Services; and Field Services teams
- Use your entrepreneurial instincts to identify clients who can enable Ambyint’s next generation of

products and services

- Influence product vision and work collaboratively with marketing team members
- Be responsible for driving business development and sales strategies by driving forward relationships, negotiating and executing agreements
- Provide an exceptionally high level of customer service to our clients while guiding and mentoring cross-functional teams to focus on the strategic priorities for business development
- Anticipate how decisions are made, persistently explore and uncover the business needs of Ambyint's key clients and understand how our product offering can grow their business through product solutions
- Communicate the team's successes, impediments and plans to executive team members

Specific Skills and Requirements we're looking for:

- Experience selling products or services in a start-up or early stage environment
- Must be capable of operating at a senior management level but also able to roll-up the sleeves and get involved at the grassroots.
- Experience selling within the Oil & Gas industry
- Artificial Lift experience would be an asset
- Strategic thinker with extensive experience in identifying, initiating, implementing, and successfully driving new business; dissecting complex problems
- Great communicator who can address both internal and external audiences, with an understanding on messaging nuances
- A solid understanding of the oil & gas market: products; players; technologies; and an established network of contacts with considerable sales experience
- Proven project management and success in driving product implementation
- Bachelor's degree or equivalent work experience with an emphasis on business strategy

If we've piqued your interest we'd love to hear from you! Let us know why you're interested in joining our team, and sell us on "you" by submitting your [gripping](#) cover letter and stellar resume to pickme@ambyint.com. Or better yet, send us your video resume/pitch and earn extra points.

About Ambyint

Ambyint, has one of the first commercial solutions available which brings the Internet of Things (IoT) and sophisticated big data analytics to the oil patch. The proprietary platform combines and leverages the latest innovations in lightweight sensors, wireless communications and predictive data analytics, and enables oil producers to autonomously optimize their well assets, increasing production and efficiency, while reducing costs - both operational and maintenance - and ultimately, achieve a higher profitability. Being in constant pursuit of answers to 'why', Ambyint is led to understand the importance of value in the solutions they build for their clients. Ambyint's objective is never to make minor adjustments to existing solutions, but to predict solutions for the future, and build them today.