



## Job Description

### Account Development Representative

**Location: Houston, Texas**

#### SCOPE

Reporting to the Account Development Manager, the Account Development Representative (ADR) is a sales and account development role. The ADR will be responsible for developing new contacts within oil & gas operators (E&Ps) to educate and drive awareness of Ambyint's technology. The ADR will drive sales through marketing and direct sales efforts, trade shows, referrals, and partner relationships. The ADR will expand the Ambyint brand, relationships, and will personally help drive company revenue.

#### RESPONSIBILITIES

- Drive sales of Ambyint's Production Optimization Platform and Solutions into independent and major E&P operators in the US
- Effectively utilize strategic sales methodology and techniques to find, qualify, and create new pilot sales opportunities
- Influence product vision and work collaboratively with product and marketing team members to communicate product effectively to end users (production engineers and operations teams), and drive sales efforts through prospecting and lead generation campaigns
- Effectively communicate a product's technical aspects and ROI to a technical engineering audience by managing the upfront sales process- including prospecting, qualifying, and setting meetings
- Work closely with the Account Development Manager to build a strong pipeline and close new pilot opportunities
- Uncover how decisions are made, persistently explore and learn the business needs of Ambyint's key clients and understand how our product offering can grow their business
- This will be an internal sales role during the initial 3-month internship period. Going forward travel will be required as needed to customer locations including corporate and field locations

#### EXPERIENCE REQUIRED

- Some sales experience with a successful track record of exceeding quota and expectations
- A strong hunter mindset and always proactively working to drive new sales opportunities
- Experience developing new business relationships from prospecting, lead generation, and cold calling efforts
- Experience developing existing relationships for repeat business
- Track record of success in managing the sales cycle including identifying the buyer, qualifying, overcoming technical and budget issues
- Experience in Oil and Gas or contacts within production operations are a plus
- This role will begin as a 3-month internship with the opportunity to expand to a full-time position with performance



## COMPENSATION

- Competitive compensation package with additional incentive opportunities with performance
- Full medical benefits through Insperity available upon transition to a full-time employee
- Flexible vacation policy

If we've piqued your interest we'd love to hear from you! Let us know why you're interested in joining our team, by sending a cover letter and resume to [jeisen.hernandez@ambyint.com](mailto:jeisen.hernandez@ambyint.com).

## About Ambyint

Ambyint offers an AI-driven, artificial lift optimization solution that helps E&Ps reduce cost while improving production. We integrate best-in-class physics-based analytics capabilities with best-in-class data science and machine learning capabilities to enable oil producers to autonomously optimize their wells, increasing production and efficiency, while reducing costs and ultimately achieve higher profitability.