



ACCOUNT EXECUTIVE



Learn more about us at www.ezops.ca

Too often, oil and gas field operations teams are tasked to do the impossible: maximize production, keep costs low and ensure impeccable compliance all while the data and communication coming at them can be overwhelming. We provide a software platform that synthesizes data, provides guidance on top priorities, efficient schedules and routes so operations teams can decide how to best contribute to company performance each day.

With EZ Ops, operations teams can generate the cleanest most profitable hydrocarbons in the world. Today, we deliver value to over 27% of Canada's oil and gas businesses.

EZ Ops has a bold vision and a culture of innovation and accountability. Everyone on the team is invited to think and act like a company owner, with a voice on how to solve problems, support to develop your skills, and stock options to prove we're in this together. We also offer a generous vacation and flex day package as we strongly feel people need time away to rest and take care of themselves.

JOB DESCRIPTION

TITLE: Account Executive

REPORTS TO: Chief Revenue Officer

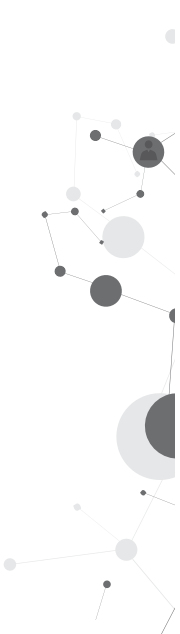
LOCATION: REMOTE (EDMONTON, AB IS HEAD OFFICE)

JOB SUMMARY:

The Account Executive is a pivotal role in our sales team, embodying our core values of relentless pursuit of excellence, unwavering team spirit, infectious joy, and an obsessive focus on user value. This role is ideal for individuals who are eager to kickstart their career in sales and are passionate about making a significant impact in a dynamic environment.

KEY RESPONSIBILITIES:

- 1. Revenue Generation:** Actively seek new business opportunities and nurture existing relationships to meet and exceed revenue targets.
- 2. Pipeline Management:** Efficiently move deals through the sales pipeline, from prospecting to closing, ensuring timely progress and conversion.
- 3. Customer Engagement:** Engage with clients to understand their needs and present tailored solutions that maximize user value.
- 4. Market Research:** Conduct in-depth market research to identify new opportunities and stay ahead of industry trends.
- 5. Collaboration:** Work closely with the sales team and other departments to develop strategies that enhance overall team performance.
- 6. Feedback and Reporting:** Regularly provide insightful feedback to management on market trends, customer needs, and sales progress.





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QUALIFICATIONS

- A degree in Business, Marketing, or related field. Degrees in STEM fields with Oil and Gas concentrations will also be considered.
 - A degree is a plus but not a requirement.
- Strong communication and interpersonal skills, especially where it comes to developing relationships.
- Ability to work in a fast-paced, team-oriented environment.
- Experience in Canadian Oil and Gas is a plus.
- Prior experience in sales is a plus.

Key Performance Indicators (aka What Does Success Look Like?)

- Achievement of sales revenue targets.
- Effective movement of deals through the sales pipeline stages.
- Client satisfaction and retention rates.
- Contribution to team objectives and overall company goals.

CORE VALUES

- Relentless Pursuit of Excellence: Demonstrating a continuous drive to improve and achieve exceptional results.
- Selfless Team Player: Prioritizing team goals over personal gains and contributing positively to a collaborative work environment.
- A Joy to be Around: Bringing a positive attitude and energy to the team, uplifting colleagues, and enhancing the workplace atmosphere.
- User Value Obsessed: Constantly striving to understand and deliver on the needs and expectations of our users, ensuring their satisfaction and loyalty.

WHY JOIN US?

This role offers a unique opportunity to develop professional skills in a supportive and ambitious environment. Our team is committed to fostering growth, recognizing achievements, and providing comprehensive training and mentorship. Join us to embark on a fulfilling career path where your contributions are valued and your growth is prioritized.

HOW TO APPLY

We believe that diverse perspectives produce and promote innovation and business success. We welcome exceptional people with an entrepreneurial spirit to join our innovative, fast-paced, rapidly growing company. Our corporate diversity encompasses differences in ethnicity, gender identity or expression, language, age, sexual orientation, religion, socio-economic status, physical and mental ability and education.

Send us your resume to info@ezops.ca

