



We Are Artificial Lift. It's what we do. All day. Everyday.

Join the Flowco team led by pioneers of the artificial lift industry!

We are seeking a **Business Development Representative** to become an integral part of our team! This position is located in **Williamsport, PA**.

Job Summary:

The Business Development Representative is responsible for coordinating and implementing the ongoing new business ventures and opportunities for Flowco Production Solutions. He or she will work diligently to develop a positive sales approach by building successful client relationships and maintaining excellent communication with potential new clients. He or she will diligently seek out business development opportunities primarily in oil and gas or other areas as the market evolves. The Business Development Manager will maintain activity records, meet determined contact goals, and periodically report to the Area Manager of Operations on the progress of identified goals. He/She will possess extensive sales and service selling expertise within the oil and gas industry by building upon their strong network of relationships with key decision-makers in established oil and gas corporations. You will support ongoing alignment with corporate strategy and demonstrate commitment to the organization's goals.

Responsibilities:

- Develop a clear understanding of the company's offerings to clients and potential customers.
- Develop new customers through company lead generation, cold calling, networking, and referrals; follow up appropriately to obtain appointments.
- Establishes and maintains networking relationships with clients.
- Travel to prospective and existing customers to promote, sell and service company services.
- Identify target accounts and work with management to achieve goals.
- Develop and implement differentiation strategies while identifying new growth opportunities for the company.
- Prepares and submits activity reports and sales forecasts as requested.
- Research prospective new clients in targeted markets and tenaciously pursue leads and follow through to a successful conclusion.
- Understand the target markets, including industry, company, project, company contacts, and which market strategies can be used to attract clients.
- Maintain great relationships with current clients and identify new prospects within the industry
- Possess a strong understanding of industry procedures, new areas of opportunity, and understand the methodology of company positioning.
- Follow the latest industry developments and stay up to date on corporate competitors, locations of projects, pricing, etc.
- Understand and optimize corporate assets and capabilities and effectively communicate those to current and potential customers.
- Provides direction, support, feedback and guidance to successfully plan and implement business development activities in conjunction with the Area Manager.
- Help define new project scope, goals and deliverables on an ongoing basis.

Qualifications:

- Previous experience of at least 3 years oil/gas production experience with a focus on plunger lift operations, optimization, maintenance, and gas lift operations
- Familiarity with artificial lift methodologies
- Familiarity with engineering blueprints and schematics
- Valid and current Driver's License

Requirements:

- 5 + years of demonstrated sales experience in the oil and gas industry.
- Industry connections with vendors and associates is a plus.
- Ability to work independently and in a team environment.
- Excellent communication, presentation, and negotiation skills.
- Excellent business ethics.
- Positive, professional attitude.
- Proficient in MS Office & Outlook.
- Have a proven record of developing and expanding business relationships.
- Must have U.S. work authorization
- Must pass a pre-employment drug screen, random drug/alcohol tests
- Subject to driving history and criminal background check

Benefits:

- Medical, dental, vision, life, disability, paid vacation and 401(k) match

NO RECRUITERS, HEADHUNTERS OR STAFFING AGENCIES