



Sales Executive, Oil and Gas – Full Time, Temporary Position

Divestco is an innovative Software, Data, and Services company providing integrated solutions for geoscientists and business development for the Oil and Gas industry. Through our continued commitment to align and bundle products and services to generate value for our customers, we are creating an unparalleled set of integrated solutions and unique benefits for the marketplace. Divestco is headquartered in Calgary, Alberta, Canada and trades on the TSX Venture Exchange under the symbol "DVT".

We are currently looking for Sales Executive to join our Software and Data Division to represent our product and service offerings. This is a term role from April 3, 2016 to June 15, 2018. If market demands are there this could potentially become a full time employee role.

The Sales Executive will report to the Director of the Software & Data Division and be involved in sales activities including; generating new business, initiating and closing sales, identification of market potential, and the development of existing accounts and client relationships.

Responsibilities include:

- Identify business opportunities through evaluation of prospects in the industry and determining appropriate solutions for them
- Close new sales by systematically following up with prospects, developing relationships with them and ensuring they see the value in our solutions
- Maintain and build relationships with current accounts by providing them with support, updates on new release, products, value offerings and understanding their unique requirements and logistics
- Follow Divestco best practices for sales from drafting of sales proposals, hosting product demos and trials to upkeep of client information in CRM
- Help the sales team to improve through sharing the best practices that have worked best for you in the past
- Contributing information to market strategy and product development
- Building and maintaining effective working relationships with others
- Achieving productivity and other performance related goals
- Complying with all Company and departmental policies and procedures
- Demonstrating behavior that reflects professionalism and represents Divestco's best interests
- Completing ad hoc requests as required

Qualifications include:

- 3-5 years of experience managing a sales portfolio
- 2+ years of sales experience within the Oil and Gas Industry, preferably selling software or data
- Proven track record of meeting and exceeding sales targets
- Diploma or Degree in related field (i.e. Marketing, Commerce, Business)



Core Competencies include:

- Customer relationship and service oriented
- Goal and results oriented – highly motivated to succeed
- Clear communication
- Flexible and adaptable
- Commitment to self and team development
- Organization and time management
- Problem solving and prioritization

We offer a comprehensive total compensation package including benefits.

If these attributes describe you, please visit our website and submit your resume to HRRcruiting@divestco.com, stating your salary expectations.

Work location: Downtown, Calgary, AB