



CAREERS

Pursue your path to success!

We're looking for strong talent.

Drilling Tools International, Inc. has quickly become the leading supplier of drilling tools for the global oil and gas industry. We recognize that our employees are our greatest strength. Enthusiastic, passionate employees dedicated to being a part of our team is key to our success.

We are committed to providing a safe, respectful work environment that cultivates a team spirit, an atmosphere where employees work together for the common goal of providing the highest quality products along with excellent customer service.

Houston, TX 77073 • 281.645.2010

Broussard, LA 70518 • 337.856.0333

Midland, TX • 432.563.0676

Odessa, TX • 432.248.8350

New Iberia, LA • 337.256.5848

Shreveport, LA • 318.464.2259

Oklahoma City, OK • 405.604.2763

Bakersfield, CA • 661.869.1752

Casper, WY • 307.237.5248

Charleroi, PA • 724.565.5682

Watford City, ND • 701.482.6500

Minot, ND

Nisku, Alberta, Canada • 877.570.1962

Paradise, Newfoundland, Canada • 709.782.0087

Dubai, UAE

Corporate

3701 Briarpark Dr • Ste 150
Houston, TX 77042
832.742.8500

Field Sales

Midland, TX Permian Based

Calls on customers at the rigs in and around the Permian. Establishes and maintains professional relationships with clients as prospective customers. Responsible for engaging clients for the purpose of proposing solutions and applications for company's products and services. Field Sales personnel are required to adhere to all safety and quality policies implemented by Drilling Tools International, Inc. This is a salary exempt position with competitive salary, benefit package and company vehicle. Must have valid license and maintain an acceptable and insurable driving record. DTI is an equal opportunity employer.

EDUCATION

- High School/Secondary
- Some College preferred

EXPERIENCE

- 5+ years Field Sales, calling on rigs in the Permian
- Previous Sales, business development and/or field service technician

QUALIFICATIONS

- Currently must have established professional relationships with clients as prospective customers in the Permian Basin
- Excellent verbal and written skills
- Must be able to communicate with clients in a professional manner
- Understanding of strategic planning
- Ability to work with other sales team members
- Personable, professional and safety conscience
- Must be able to pass background and have acceptable driving record
- Will participate in pre-employment and random drug testing program

RESPONSIBILITIES

- Maintain client relationships and continue to establish and maintain new professional relationships with prospective customers
- Submit proposals for DTI products and services
- Maintain KPIs on work performed to track the value DTI performed for wells/jobs complete
- Probe clients for their challenges and recommend DTI solutions
- Must understand the complete sales cycle and DTI product line
- Extensive travel required within the Permian Basin

If all of the above requirements are met, resumes may be submitted to HR@drillingtools.com with the subject line of: Midland Field Sales

hr@drillingtools.com

www.drillingtools.com

Drilling Tools International is an equal opportunity employer.