

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 and fosters a path of progression for growth, an atmosphere where employees work together for a common goal of providing the highest quality products along with excellent customer service.

Sales Representative for the Wellfence Product Line

This position will Work directly with Senior Management to develop a cohesive and executable commercial development strategy utilizing candidates existing skills, contacts, and all resources of the WellFence team and Drilling Tools Internationals (DTI) commercial team. Daily activities researching target markets, contacting clients and making appointments, meeting with clients for the purpose of proposing WellFence. Participates in some initial onboarding procedures with the client prior to the job and on the job to ensure collaboration between client and WellFence Operations team. WellFence Sales is expected to adhere to all safety and quality policies of Drilling Tools International, Inc.

Education:

- Preferred 4-year college degree

Experience:

- +10 years active sales and marketing experience in Oil and Gas Industry and/or HSSE

Qualifications:

- Excellent verbal and writing skills
- Excellent internal and external communication skills
- The ability to communicate with clients in a professional manner
- An understanding of strategic account planning
- Able to work with other Senior Leadership Team Members
- Understand market trends and buying decisions
- A creative mind ready to market WellFence Services across the Industry

Key Responsibilities/ Essential Functions of the Position:

- Establish and maintain a professional relationship with clients as prospective customers of Drilling Tools International, Inc.
- Provide strategy on how to win proposals for services and products
- Probe clients for their challenges, and prescribe solutions
- Maintain records of service work performed and quantify value for projects completed
- Set vision, strategy that align with corporate goals
- Develop Strategic Account Plans for Top Clients in the industry
- Set quarterly and yearly sales goals and targets
- Other projects as assigned

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



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Drilling Tools International is an
equal opportunity employer.