

**Position:** Sales & Marketing Manager  
**Company:** Compact Compression Inc.  
**Location:** Calgary, Alberta  
**Position Type:** Full-time · Senior Level  
**Industry:** Oil & Energy

### **Opportunity Summary**

Compact Compression is looking for a Sales & Marketing Manager who will work to enhance the organization's market position and increase revenue, market share and profit in Canada and Internationally. This person will develop and maintain strong, lasting, collaborative relationships with existing, new and prospective customers and will provide fit-for-purpose solutions to our clients' challenges. This person will use a superior level of expertise in Compact's technology and processes as well as thorough knowledge of oil and gas production processes in order to become a credible, trusted advisor to our customers. The Sales & Marketing Manager will contribute to the long-term strategic plans of the organization, identifying new opportunities and markets and supporting our business development. The successful candidate will be responsible for submitting technical and commercial proposals to customers, conducting complex negotiations and creating mutually beneficial commercial agreements in order to convert opportunities to wins.

### **Job Functions & Responsibilities:**

- **Hunting:** Identify, qualify, pursue and close sales opportunities with the objective of maximizing sales and driving growth of market share, revenue and new market penetration.
- **Account Management:** Develop and maintain close working relationships with Compact's current customers and work to develop and strengthen each account.
- **Marketing and Presenting:** Develop marketing material and technical presentations to educate customers on the comprehensive benefits and advantages of Compact Compression's technologies with a focus on economic and environmental value creation.
- **Work to develop and improve the Compact Compression brand.**
- **Active representation of the company in Trade Shows, Conferences and presentations to Technical Communities such as SPE.**
- **Service Delivery:** Work closely with all Compact Compression functions to ensure service delivery excellence and proactive customer support. Lead service quality reviews and quarterly service quality meetings with customers.
- **Technical Aptitude:** Develop and maintain thorough technical expertise in all Compact Compression technologies, processes and operations and their practical application to field operations.
- **Regulatory:** Maintain working knowledge of all current and future regulations and legislation pertaining Compact's business in all locations where we work.
- **Market Analysis:** Conduct ongoing market evaluation to create an understanding of market trends, price points and identify opportunities in new markets and for new technology. Feed back to the team.
- **Sales Planning:** Develop periodic sales plans that provide for maximum growth, profitability and market share while considering organizational efficiency (technology, production and regional distribution)

- Sales Forecast: Develop and maintain a forecast for sales based on customer planning cycles to allow the organization to proactively respond to demand and the market.
- Sales Team Development: In line with company growth, active participation in the recruitment and development of high-performance Sales Representatives targeting maximum growth and profit. Mentor and guide Sales personnel, providing sales targets and assisting them with developing plans for target achievement.
- Commercial Model Development: Use strong communication and empathy with customers to ensure CCI's commercial models are flexible and mutually beneficial.
- Quotation and Order Confirmation: Work with customers to generate Quotations that meet their technical and operational requirements and follow up with Order Confirmations to close opportunities.
- Suite CRM: Manage company CRM database, ensuring all opportunities and developments are captured including sales cycle stage and plans for opportunity advancement.
- SkyView: Maintain the Service Plan status of customer field units in Skyview in real time.
- Implement approved pricing amendments with customers as required for market response.
- Achieve the annual targets assigned for each active / target market.
- Execute all other tasks as required by the Compact Compression executive team

#### **Skills & Experience**

- Engineering degree in a relevant discipline or equivalent technical experience/exposure
- 5 years experience in technical sales in Production related services / technologies
- Minimum 5 years experience in Oil / Gas Production Engineering, Optimization, Casing Gas Compression, Artificial Lift or Process Facilities
- Established network of production personnel at key decision maker / influencer level
- Exceptional presentation skills
- Well developed consultative selling skills
- Excellent written and oral communication skills
- Strong interpersonal and analytical skills
- Ability to travel on an as-needed basis
- Strong computer skills and software knowledge

Resumes should be forwarded to [resumes@compactcompression.com](mailto:resumes@compactcompression.com) We thank you for your interest, however, only those candidates selected for an interview will be contacted.