



# ED•Projects

EUROPEAN DRILLING PROJECTS

**Vacancy:** Sales Manager  
**Workplace:** Office/outside, on/off shore locations / abroad  
**Reports to:** Managing Director

## **Responsibilities, tasks and authorities**

### **Sales**

- Leads sales department in generating increasing sales in current markets (primarily ME)
- Strategic analysis and exploration of new markets
- Prepares and makes sales trips to visit clients & agents; generating and expanding
- Responsible for a correct and up to date client and relations database
- Sales budget planning; including upcoming 3 year forecast plan divided in regions and products
- Prepare/check tenders, contracts, agreements.

### **Marketing**

- Gather market intelligence and qualify customer base to determine targeted sales strategy
- Determine customer needs and provide feedback to CEO and R & D department
- Responsible for promotion materials, social media sources and presentations
- Identify relevant global exhibitions and marketing opportunities
- Promote the Company and strengthen the corporate image through branding and social media
- Provide updated analysis of market trends and updates customer visit report system.

### **Profile**

- Self-motivated technical sales person with proven track record
- Customer oriented and articulate with good communication skills
- Commercially astute individual with international experience
- Team player with good presentation skills
- Fluent in both written and spoken English. Additional languages are advantageous
- Willing to travel, with experience of upstream oil and gas and knowledge of directional drilling

A good salary package and generous sales bonus comes with the position.

If you are interested in joining our ambitious and highly motivated team, send your CV and cover letter to [j.compas@ed-projects.com](mailto:j.compas@ed-projects.com), or to the following address:

ED Projects BV  
Marconistraat 3  
1704 RG Heerhugowaard

We look forward to hearing from you!