

## Job Opportunity – Sales and Business Development Account Manager

We are currently recruiting for a Sales & Business Development Account Manager to maximise sales of Plexus products and services in line with the Sales Strategy.

### Job Purpose and Scope

The main purpose of this role is to develop and maintain effective working relationships with clients to enable proactive planning of potential sales opportunities and to fully explore opportunities to which both new and existing Plexus technologies could be applied.

### Main Responsibilities

To carry out this role successfully you must be able to carry out the following duties:

- Execute the sales strategy, developing long term relationships with each customer.
- Maintain regular dialogue with existing clients.
- Work closely with Engineering, Contracts and Operations teams, providing technical and commercial assistance.
- Ensure the delivery of professional, accurate and relevant tenders.
- Engage with key clients to identify opportunities for Plexus products.
- Actively promote market awareness of Plexus products and concepts in current development.
- Provide a comprehensive handover to relevant functions when an order is received.

### Person Specification

The requirements listed below are representative of the knowledge, skills and abilities that the successful applicant must have and be able to demonstrate:

- Degree qualified, preferably in either a technical or business related subject.
- Have a minimum 5 years' experience in a similar role within the Oil & Gas industry.
- Ideally have a solid understanding of wellhead and Christmas tree systems and associated equipment.
- Have exposure to the upstream drilling market and, ideally a clear understanding of our clients' organisational structure and how they operate.
- Knowledge of commercial and technical aspects of Oil & Gas well drilling and production.

**Job Type:** Permanent

**Hours:** 37.5

**Working Days:** Monday to Friday

**Location:** Dyce, Aberdeen

If you would like to apply for this position, please contact the HR Team at: [careers@plexusplc.com](mailto:careers@plexusplc.com)