



COMPANY: WellWorx Energy
POSITION: Technical Advisor
EXPERIENCE: 2+ Years in Oil and Gas Production
Industry Preferred

EDUCATION: High School/Secondary
EMPLOYMENT TYPE: Full Time Salaried Employee
LOCATION: Midland, Texas

OVERVIEW

WellWorx Energy is currently seeking a Technical Advisor to join our growing team of specialists in Midland, TX. This role is needed to continue growing the business. WellWorx is a prominent name in the production piece of the oil and gas industry and specializes in:

- Rod Pumping optimization and expertise
- Training
- Rod Pump automation solutions and services
- Automated fluid level technology for ESP and Rod Pump applications
- Manufacturing, servicing, and installing downhole Gas and Solids Separators for ESP and Rod Pump Systems
- Well Monitoring Services

The Technical Advisor role will work closely with the sales team in our Midland headquarters. This position will be based in both field and office environments and will require driving to meetings as needed. Cold calling will be a key piece of this role while maintaining the business that is handed to the candidate.

RESPONSIBILITIES

- Identify and research potential clients
- Cold calling via in-person meetings, field office visits, email and phone
- Develop and maintain existing client relationships and business
- Coordinate with sales teams to develop mutually beneficial proposals within Salesforce

- Negotiate terms with clients as needed
- Comfortable communicating via all forms: ZOOM/Teams, face-to-face, email, text, phone, etc.
- Gather useful information from customer and competitor data
- Make and give presentations to prospective clients and internal executives
- Work closely with existing team
- Coordinate jobs with proper internal personnel as required
- Work closely with back-office team for invoice signatures and PO/AFE retrieval

SKILLS/QUALIFICATIONS

- Must have good computer, written and verbal communication skills.
- Comfortable and proficient in a field office cold calling environment
- Salesforce experience preferred
- Strong time-management skills, customer service orientation and good interpersonal skills.
- Able to lift more than 50 lbs. and climb ladders and stairways.
- Demonstrated ability in business-to-business (B2B) sales
- Impeccable verbal and written communication skills
- Problem-solving skills to propose mutually beneficial solutions
- Proficiency with word processing, spreadsheet and presentation software
- Ability and willingness to travel for meetings with prospective and existing clients

DIVERSITY STATEMENT (EEO): We are an equal opportunity employer that recognizes the value of a diverse workforce. All suitably qualified applicants will receive consideration for employment on the basis of objective criteria and without regard to the following (which is a non-exhaustive list): race, color, age, religion, gender, national origin, disability, sexual orientation, gender identity, protected veteran status, or other characteristics in accordance with the relevant governing laws.

WELLWORX




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Questions? Please call us at 432.288.6010

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