



Job title: Sales Associate
Employment type: Contract, part-time initially.
Work location: Remote, Bonnyville/Cold Lake, Lloydminster, Fort McMurray, or similar.
Periodic travel: Required within Alberta, periodic travel to Squamish, BC.

Position Overview:

We are looking for a dynamic part-time **Contract Sales Associate** with experience in thermal artificial lift technologies within the oil and gas industry to join our Business Development team. This position is ideal for someone who excels in a fast-paced, virtual environment and is adept at leveraging industry contacts, particularly within Alberta thermal operators. The initial part-time contract has potential growth into a full-time role based on performance and business needs.

Primary responsibilities:

- Develop and manage relationships with new and existing clients, with a focus on thermal operators in Alberta.
- Utilize industry contacts to foster substantial business growth.
- Coordinate and execute sales presentations and proposals to suit the needs of thermal ALS clients.
- Maintain accurate and up-to-date client information and sales tracking in our CRM system.
- Oversee the sales cycle from prospecting to closing, ensuring a seamless client experience.
- Work closely with internal teams, ensuring client needs are met and deals are executed efficiently.
- Participate actively in industry conferences.
- Organize and manage client meetings and sales events to maximize engagement.

Skillset:

- Proven sales experience and technical knowledge, with a specific emphasis on thermal artificial lift systems.
- Robust organizational skills, capable of effectively prioritizing tasks in a high-stakes environment.
- Exceptional communication abilities, with proficiency in delivering persuasive presentations and sustaining productive client relationships.
- Demonstrated capability to work effectively as part of a remote team, with high self-motivation and a detail-oriented approach.

Compensation Package:	Benefits:
<ul style="list-style-type: none"> • Base salary commensurate with experience. • Performance-based commission. • 3 weeks paid vacation annually – pro-rated for part-time. 	<ul style="list-style-type: none"> • Standard working hours, Monday - Friday. • Flexible working schedule. • Opportunity to move to a full-time role.

Rotoliptic is an engineering technology company that has developed a revolutionary pumping technology known for its efficiency. Located in Squamish, BC, and supporting remote roles across Canada, we are dedicated to a greener energy industry. If you are driven, organized, and eager to contribute to a team that values collaboration and customer satisfaction, please send your resume and cover letter to careers@rotoliptic.com. We are looking to fill this position immediately and will be reviewing applications as they are received.

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