



## VERSATILITY. EXPERTISE.

With these two words, Vertex makes the promise that we will always be versatile in developing solutions to our clients' unique needs and that we will always demonstrate expertise in our designated fields. We encourage our employees to think and develop the best solutions for our clients. If you think you have what it takes to play for the Vertex team, please apply.

Established in 1976, Vertex is a leading North American provider of environmental and industrial services. With over 40 years of expertise, Vertex helps clients achieve their development goals through our versatile suite of services. From the initial site selection, consultation and regulatory approval, through the construction, operation and maintenance phases, to conclusion and environmental cleanup, Vertex offers a diverse range of services throughout the life cycle of our clients' projects.

With a track record of success, Vertex provides an environment where people thrive. We recognize that each member brings a valuable skillset to the Vertex team. We make health, safety and community well-being a priority by supporting numerous endeavors at each of our locations across North America.

Vertex offers a fast-paced environment where priorities shift from day to day, but the expertise of our team allows these changes to occur smoothly. At Vertex, we value teamwork through collaboration within each division or office and provide support across the entire organization.

## OVERVIEW

Vertex Oilfield Services Ltd. is currently accepting applications for one full-time, permanent **Field Sales Representative**. The successful candidate will promote Vertex's products and services and drive sales in their designated sales territory. The successful candidate must be results driven, detail oriented, possess relevant sales experience and have a desire to work in a fast paced team environment.

## CANDIDATE QUALIFICATIONS

- 3 – 5 years oilfield sales and business development experience is required, preference to be given to candidates with a strong background in Drilling, Completion, Pipeline Rentals, Hauling, Water and Vac Services
- Intermediate to advanced proficiency in MS Office Suite
- Comfortable working with a wide range of people in a team environment
- Excellent verbal and written communication skills
- Presentation experience with both small and large groups
- Excellent customer service skills
- Strong organizational skills, ability to manage changing priorities, and the ability to multi task effectively in order to meet deadlines
- Excellent Understanding of the Montenev and Duvernay E&P client base and areas of operations.

**RESPONSIBILITIES**

- Produce sales of Vertex's products and services
- Source new business opportunities, clients, and services
- Travel within the territory to ensure a local presence and understanding of clients and competitors
- Understand the regional marketplace; develop growth and market reach
- Manage existing clients, business contracts and support operation personnel on workflow
- Manage internal and external relationships to ensure customer expectations are exceeded and that business relationships are maintained in a professional, service oriented manner
- Support operations (as needed) to secure new personnel, dispatch, products and services
- Assist with responses to quotes and product inquiries
- In the event workload requires it, adjust focus to be operationally focused in the execution of contracts and deliverables to ensure client expectations are met

**LOCATION**

- This position will be based out of Grande Prairie, Alberta and will service North Western Alberta.

**ADDITIONAL INFORMATION**

- Compensation is commensurate with education and experience
- A comprehensive benefit package is provided

**APPLY NOW**

Email: [hr@vertex.ca](mailto:hr@vertex.ca)

When applying please indicate the following information on your application:

Job Requisition: 004-24

Job Title: Field Sales Representative

*\*We would like to thank all applicants for their interest in this position, however only those selected for interviews will be contacted\**