



XetaWave Regional Sales Manager

Home office in Texas, Kansas, Oklahoma or New Mexico

Job Description

Are you a senior salesperson with experience in the oil and gas or the water and wastewater market segments? Do you thrive in rapidly growing companies where you can help define the direction and make an impact? Do you have an aptitude and experience in communications, networking, SCADA and radio technologies?

XetaWave is a 6 year old SCADA radio company with industry leading products and technology. We are expanding our sales team and looking for an energetic, highly motivated contributor to engage with producer and midstream oil and gas companies and the XetaWave channel partners who service these markets. This position has high visibility and will provide significant rewards to the right individual.

Responsibilities

Achieving Sales Targets:

- Exceed assigned quota/sales targets
- Penetrate targeted customers and design-in XetaWave radios
- Train and support resellers in their sales efforts and be the industry expert on XetaWave solutions.

Channel Development and Management:

- Develop and execute a strategy for communicating with, managing and supporting existing customers
- Work closely with corporate to establish successful sales, support, channel and partner programs
- Add additional channel partners as needed to engage targeted customers not covered by existing resellers.

Longer Term:

- If successful in exceeding sales goals, this position will grow into a Sales Management role.

cont.



Education and Experience:

- Minimum 5 years of experience with documented sales history of \$2M or more per year in a SCADA or oil and gas sales role.
- Experience in electronics and network system design, flow Meters, RTU's, PLC's and sensor networks is highly desirable.
- Bachelor's degree in business, engineering, computing or equivalent is preferred, although education in relevant technical fields is also acceptable when accompanied by at least 10 years proven, successful, relevant business experience or demonstrated equivalency.

Physical Demands / Work Environment:

- Travel is required to customer locations and with some exposure to hazardous or unpleasant conditions.
- Travel will be 40 - 60% of the time.

Critical Traits and Experiences:

- Career Sales Executive
- Worked your way up 'through the ranks', "carrying a bag", but capable of more
- Comfortable in the oil field with technicians as well as with corporate management
- Disciplined, pragmatic, seeking to make an impact
- "Lead by example" hands-on, solution creator, not a "strategy person" or delegator
- Excellent negotiation and communication skills
- Successful history of closing large \$100K – 1M opportunities
- Well experienced in strategic selling skills, excellent presentation skills
- Ability to work cross-functionally with peers in a teaming environment in order to achieve success

To Apply: Please send your resume along with a cover letter to careers@xetawave.com.