

# SEISQUARE

## **WE ARE LOOKING FOR: SALES REPRESENTATIVE.**

Contact [seisquare@seisquare.com](mailto:seisquare@seisquare.com)

### **The Company:**

Seisquare provides services and software solutions to help oil and gas companies increase exploration and production success. We apply mathematically sound geostatistical (stochastic) principles developed and field tested for more than two decades, to rapidly characterize and propagate uncertainties throughout the seismic to reservoir simulation workflows. This results in probabilistic estimates of the subsurface that our customers use to improve E&P decisions linked to wellbore placement reserves estimation and field development planning in general.

Our company brings to market technically complex solutions (software and services) with high operational added value. With the current market downturn, our solutions emerge as a “must have” for Oil & Gas companies: users (geologists and geophysicists) work faster and subsurface predictions deliver maximum accuracy combined with quantified (mathematical) confidence indicators for sound exploration and production decision-making. Our service solutions are “pushed” to our customers through direct channels. Our software solutions are Ocean plug-ins to the Petrel software platform (soon other platforms will be impacted as well). We have a 100% license renewal rate in 2016!

### **The role:**

Our customers are technically educated people who need to understand the robustness and value of our solutions for their operations. Your role as sales representative:

- Define and implement the sales strategy for Seisquare solutions within a designated geomarket
- Establish/grow a network with technical and business leaders within designated geomarkets
- Develop and drive the sales pipeline based on marketing as well as self-generated leads
- Drive the sales channel using the relevant internal technical resources (colleagues are based in France)
- Escalate customer needs/comments/suggestions to relevant internal tech / marketing resources
- Promote the company image with all customers through meetings, technical presentations

### **Requirements for the role:**

- Proven sales track record
- Previous experience in similar role and list of references
- Bring to the table an existing network with Oil & Gas companies (technical and business leadership roles)
- Excellent written and presentation skills (English is required – other languages are very appreciated)
- Ability to work in a fast-paced start-up environment
- Knowledge about geostatistics appreciated

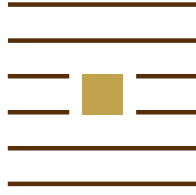
### **Conditions for the role:**

- Consultant contract
- Commission based remuneration according to experience



[www.seisquare.com](http://www.seisquare.com)

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# SEISQUARE

## **WE ARE LOOKING FOR: TECHNICAL MARKETING MANAGER**

Contact: [seisquare@seisquare.com](mailto:seisquare@seisquare.com)

### **The Company:**

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### **The role:**

Our company brings to market technically complex solutions with high operational added value. Our customers are technically educated people who need to understand the robustness and value of our solutions for their operations. The technical marketing manager role has two main dimensions:

#### **1. Develop marketing content focused on the specifications and key features of our solutions**

The technical marketing manager is responsible for communicating the features and appeal of complex solutions (service and software) to existing and prospective users. In addition to simply raising awareness about our solutions and making it seem attractive to those who know nothing about it, it is crucial to also demonstrate the appeal of our solutions by teaching users and prospective users how to implement its more advanced features and understand the operational benefits.

#### **2. Convey marketing content via any use of technology towards our existing/prospective user community**

In collaboration with Seisquare management, the technical marketing manager is responsible for defining and implementing the marketing strategy of the company. This includes: setting clear marketing targets, identifying the most effective marketing channels to convey content towards existing/prospective users: (website, email campaigns, webinars, videos, hubspot...) and implementation.

### **Requirements for the role:**

- Excellent technical education (Geology / Geophysics) – Geostatistics appreciated
- Previous experience in similar role and list of references
- Excellent written and presentation skills (English is required – French is appreciated)
- Ability to work in a fast-paced start-up environment

### **Conditions for the role:**

- Full time indefinite term contract (6 month trial period)
- Based in Avon, France (25% remote working is possible)
- Salary and incentives according to experience



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