

Summary:

Oges Solutions Private Limited is a leading provider of innovative digital solutions for the upstream oil and gas segment. We are committed to help clients optimize operations and maximize profits through cutting-edge technology and services. Oges is seeking for a highly motivated and skilled Sr. Sales Engineer to join our growing team and play a crucial role in driving our business growth. An ideal candidate for the role should have a strong technical background, excellent communication skills, and a proven track record in sales engineering.

Key Responsibilities:

- Lead generation: Identify and engage with potential clients in the upstream oil and gas industry, utilizing various lead generation strategies and tools to build a strong pipeline of prospects.
- Marketing material development: Collaborate with the marketing team to create compelling marketing materials, including presentations, brochures, and case studies, to effectively communicate the value of our digital offerings to potential clients.
- Solution demos: Prepare and deliver customized solution demonstrations to showcase the capabilities and benefits of our SaaS products to prospective clients, addressing their specific needs and pain points.
- Sales support: Assist sales agents in upselling our digital solutions by providing them with the necessary technical knowledge, marketing materials, and sales strategies.
- Website improvement: Provide suggestions and collaborate with the web development team to enhance the overall look and feel of the company website, ensuring that it effectively communicates our value proposition and engages our target audience.
- Client relationship management: Maintain strong relationships with existing clients, addressing their concerns and identifying opportunities for upselling and cross-selling our digital solutions.

Qualifications:

- Bachelor's degree in CS/IT/Petroleum Engineering. Tier 1 graduates will be preferred.
- Proven experience in sales engineering, preferably within the SaaS or upstream oil and gas industry.
- Strong understanding of the upstream oil and gas digital segment and its unique challenges and opportunities.
- Excellent communication and presentation skills, with the ability to effectively convey complex technical concepts to both technical and non-technical audiences.
- Proficiency in lead generation strategies and tools, as well as CRM software.
- Strong analytical and problem-solving skills, with a keen eye for detail and a commitment to continuous improvement.
- Ability to work independently and as part of a team, managing multiple priorities and deadlines in a fast-paced environment.

Qualifications:

- Bachelor's degree in CS/IT/Petroleum Engineering. Tier 1 graduates will be preferred.
- Proven experience in sales engineering, preferably within the SaaS or upstream oil and gas industry.
- Strong understanding of the upstream oil and gas digital segment and its unique challenges and opportunities.