

**Axon Energy Service** is a leading supplier of products, systems and services for onshore and offshore drilling and production with a 30-year history in the oil and gas industry. From system design to individual products to technical support, we offer a wide range of drilling products, control products and pressure control products for both surface and subsea applications. Repair and refurbishment services are also available, as well as a broad range of replacement parts, where a dedicated team is ready to answer questions and offer real solutions. We are currently seeking an experienced BOP/Diverter Control System Inside Sales Representative to join our team.

### **Inside Sales Representative**

#### **Responsibilities:**

- Meet and exceed quarterly targets.
- Prepare quotations based on current pricing and delivery information.
- Timely and accurately process customer orders and credits including delivery and entry of orders.
- Respond to inquiries relating to order requirements, specifications, revisions, additions, deletions, cancellations, credits, debits, scheduling, delivery, delays, or complaints.
- Provide technical assistance to customers regarding new products and selection of materials. Educate customers on terminology, features and benefits of products to improve product related sales and customer satisfaction.
- Determine customer requirements and expectations to recommend specific products and solutions, including alternative solutions, cross selling, add-on sales, etc.
- Review open orders, monitor schedule shipment dates to ensure timely delivery, and expedite if necessary.
- Build customer relationships, contact customers following quotes/sales to ensure ongoing customer satisfaction.
- Maintain Sales Order files and correspondence to ISO standards

#### **Qualifications:**

- High School graduate or equivalent
- A minimum of 3 years sales experience in oil & gas manufacturing industry
- Must be familiar with BOP & Diverter Control System quotations, design and manufacturing techniques.
- Computer skills: Excel, Word, and Outlook
- Must have excellent communications skills, written and verbal.

#### **Benefits:**

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive compensation and extensive benefits package including medical, dental and vision benefits and future growth opportunities within the company. Plus, we work to maintain the best possible environment for our employees where people can learn and grow with the company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture. EOE

#### **To Apply:**

Candidates seeking a challenging new opportunity are encouraged to submit an internal application to [resumes@axon-es.com](mailto:resumes@axon-es.com)