

Commercial Solutions (Sales) Manager | Nabors Industries Abu Dhabi

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Company: Nabors Industries

Location: abu dhabi

Category: other-general

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Nabors Industries is a leading provider of advanced technology for the energy industry. With operations in approximately 20 countries, Nabors has established a global network of people, technology and equipment to deploy solutions that deliver safe, efficient and responsible energy production. By leveraging its core competencies, particularly in drilling, engineering, automation, data science and manufacturing, Nabors aims to innovate the future of energy and enable the transition to a lower carbon world.

Commercial Solutions Representative is responsible to coordinate with the commercial teams to strategically identify new and existing customer Energy Transition (ET) opportunities and create deployment solutions of nanO2 engine combustion catalyst, Rig lighting (ILLUMIC), PowerTap and other ET products through to execution and revenue recognition. A high level of customer engagement and internal collaboration is necessary in order to determine and develop creative solutions to overcome challenges and provide value to customer operations.

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Qualifications

Minimum qualifications

Bachelor Degree level degree in Engineering or equivalent related technical and commercial discipline

CRM experience and ability to quickly learn and enhance skills to develop strong sales tools for self and team use.

General understanding of the drilling process and the mechanics/physics involved (especially Drilling equipment and engines).

Strong analytical skills; Demonstrated ability to develop analysis spreadsheets and reports.

Highly proficient with MS Excel: management of large data sets, complex graphs and reports, interpretation of engineering drawings.

Effective verbal and written communicator.

Preferred Qualifications

preferred qualifications

Direct sales experience >8 years in oil and gas industry

Proven industry related customer base and customer development track record preferred within drilling Contractors

Arabic Speaker is an advantage

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