

Technical Sales – Forward Stratigraphic Modeling

Summary

- **Title:** Technical Sales – Forward Stratigraphic Modeling
- **Contract Type:** Permanent position
- **Base Location:** Rueil-Malmaison, near Paris, France, with missions abroad
- **Job Reference:** 2023-Technical-Sales-DionisosFlow

Job Overview

Beicip-Franlab is a leading independent petroleum consultancy firm and geoscience software editor highly reputed for its technical quality, reliability and competitiveness. As such the company is providing best-in-class consultancy and software solutions in exploration, reservoir and field development as well as in production and process optimization.

We are seeking a Stratigraphic Modeling Specialist to join its Software Technical Sales team. Working tightly with the Sales & Marketing Division, the Software Technical Sales team develops software sales through technical expertise, market intelligence, promotion and communication.

Your job will consist in finding and developing new sales opportunities by organizing and participating to technical meetings and running software evaluations. You will be in charge of all marketing material and will play a major role in the technology promotion through participation to specialized workshops/conferences and works on innovative workflows using DionisosFlow, the advanced Stratigraphic Modeling Solution developed by IFPEN, for the Oil & Gas exploration market as well as New Energy needs (CCUS, Geothermal, Natural Hydrogen...).

You will also build privileged relationships with existing clients as a key technical contact and will work on a regular basis with the software development team to provide feedback on the market needs and ensure the delivery of best-in-class solutions for customers satisfaction.

You will be based in Beicip-Franlab headquarters in France (Paris area) and work in close collaboration with the sales team and Beicip-Franlab affiliates, agents and resellers across the world.

Responsibilities

Acting as a DionisosFlow expert, the successful candidate is expected to:

- Analyze market needs and trends
- Create and maintain impactful marketing material related to DionisosFlow
- Participate with Sales Teams to the development of license opportunities
- Run and follow DionisosFlow technical evaluations
- Participate to sales activities such as sales meetings and drawing-up commercial proposals
- Organize and participate to technical workshops or conferences to highlight the software capabilities
- Work on innovative workflows and publish (communications or scientific papers)
- Engage with the software development team by providing feedback on market needs and software quality
- Participate to new releases through marketing material and communication (release notes, etc.)
- Build a privileged relationship with existing customers to ensure satisfaction and grow business

This is an ideal position to combine high technical skills and a taste for sales, challenge, client satisfaction and innovation.

Qualification And Experience

The candidate should meet the following requirements to be eligible for the position:

- MSc or PhD in Geology or Earth Science related degree (mandatory),
- Proficiency in forward stratigraphic modeling (mandatory),
- Preliminary knowledge of DionisosFlow is a strong plus,
- Excellent interpersonal and communication skills, written and oral,
- A confident and assertive personality with the ability to provide effective technical leadership and articulate strong technical arguments,
- Previous experience in publishing and presenting technical papers (recommended),
- Commitment for mobility as the job includes many short-term missions overseas,
- Fluent in English, Spanish or other language is a plus
- Legal right to work in France without company sponsorship.

Email to job@beicip.com or by mail to:

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