

**Business Development Manager
(Calgary)**



Phone :
Web :

Job Summary

Vacancy :
Deadline : Jul 10, 2024
Published : Jun 10, 2024
Employment Status : Full Time
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

About Ambyint

Ambyint is a leading provider of AI-powered optimization software for the energy industry. The platform helps oil and gas producers increase production, reduce operating costs, increase workforce scalability, and minimize their environmental footprint. By leveraging physics-influenced AI models, deep subject matter expertise, and advanced analytics, Ambyint revolutionizes production optimization and automation. With a commitment to innovation and sustainable operations, Ambyint is dedicated to shaping the future of energy production.

We are coming off a strong year and our ambitions are set even higher with:

- High Recurring Revenue Growth
- Proven Technology
- Strong Vision
- Additional Strategic Growth Plays
- GHG Emissions Impact

About the role

As a **Business Development Manager** at Ambyint, you will report to the Chief Commercial Officer to identify growth opportunities with both existing accounts and new logos. The focus is building relationships and increasing the company's market share for our software solutions. This is a complex, solution-oriented sales process that meaningfully impacts the Production Operations organizations within the Oil & Gas sector.

What you'll do

- Conduct research to identify potential customers in the oil and gas industry
- Develop and implement sales strategies to increase market share and revenue
- Build and maintain strong business relationships with new and existing customers
- Identify customer needs and provide solutions based on technology offerings
- Negotiate sales contracts and manage sales process from start to finish
- Collaborate with internal teams to ensure customer satisfaction and successful project outcomes
- Attend industry conferences and events to network and stay up-to-date on industry trends

Qualifications

- Bachelor's degree in a relevant field
- 10+ years experience in the Energy & Industrials space
- 5+ years experience selling Software-as-a-Service solutions to enterprise customers
- Keen interest in O&G operations, production, and GHG reduction goals
- Strong self-discipline and real drive for performance
- Innate ability to understand customers pain points and build a resolution pathway

WHAT SETS YOU APART

- The gratification of a **job well done** comes from the satisfaction of your 'customers'
- It's in your nature to be efficient and do it really well, while you always **deliver on what you promise**
- Your strengths come from **collaborating** with others
- Continuous **learning and improvement** are part of your mantra
- You are curious, creative, biased for action, and **love solving problems**
- You don't assume that you are the best and have the **humility** to learn from others

WHAT SETS US APART

Ambyint is a scale-up company, possessing all the exciting edginess of a start-up with solutions that are proven and advancing daily. We pride ourselves on the strength of our team and company, and the positive environmental impact we are driving. We live by a simple and effective set of values.

- Be the change you seek...
- We play as one fun, cool team
- We are at one with the Customer
- We are relentless & relevant
- Performance powers progress

WHAT'S IN IT FOR YOU

The opportunity to make a difference in a cutting-edge technology company that is highly spirited and focused on being a leading contributor in the energy transition space. We offer an environment steeped in creating a rewarding professional experience and having some fun along the way. We work in a hybrid working environment with a diverse and talented team. We have a passion for taking on big challenges to create a wealth of opportunities and we will support your development and career goals. Additionally, we offer a competitive compensation and benefits package.

COMMITMENT TO DIVERSITY, EQUITY, & INCLUSION

At Ambyint, diversity, equity, and inclusion are at the core of who we are. Our commitment to these values is unwavering – across all of our work, teams, and interactions with customers. They are central to our mission and to our impact. The understanding that having varied perspectives and backgrounds helps generate richer ideas to solve the complex problems of a changing, and increasingly diverse world is paramount to who we are and how we work together as a team.

If you are a passionate professional that likes to work in a diverse team environment supporting an entrepreneurial culture with a focus on delivering exceptional value for our customers, we invite you to apply. This is your opportunity to join a growing company offering a competitive base salary and benefits. Please apply with your resume

to <https://ats.rippling.com/amblyint-careers/jobs>, and let us know why you're interested in joining our team.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
