



### **Overview:**

Rotoliptic is based in Squamish, BC (40 minutes from Vancouver) leading the innovation of revolutionary pump technology. We are looking for a Sales Applications Engineer with a solid background in the Oil & Gas industry to spearhead commercial engagement with existing and future customers and trial partners, as well as liaise with manufacturers and in-house teams to coordinate delivery of products and services. Preference will be given to applicants based in Alberta, or other locations with a strong O&G presence (i.e., Saskatchewan, California, Texas, etc.) This role can be fulfilled **remotely**, however **frequent travel** will be required. The terms of this position are open to negotiation for a suitable applicant.

### **Primary responsibilities:**

- Act as technical sales consultant to future and existing customers and trial partners
- Engage proactively with customers, commercial suppliers/partners to better understand their needs, and identify, outline, and prioritize opportunities for Rotoliptic's technology to enhance performance and efficiency in a variety of well conditions
- Develop and deliver compelling customer facing documentation and technical presentations/demonstrations, that highlight the unique features and benefits of Rotoliptic's product lines in addressing artificial lift challenges at key industry conferences and strategic events
- Firm understanding of today's market trends, competitor offerings, customer requirements, and advancements in technology; funneling this information into actionable insights for product enhancement and innovation
- Support applications engineers to plan and attend offsite and onsite testing, installations, and decommissioning of Rotoliptic pumps as needed
- Collaborate and liaise with Senior Leadership and cross-functional teams (Commercial, Technical, Corporate Services) to ensure facilities, equipment, systems, processes, logistics and personnel align with commercial objectives and customer needs

### **Skillset**

- Bachelor of Mechanical Engineering or equivalent in related field of study
- 3-5+ years' experience in the development and/or manufacturing of pump technology, specific to the artificial lift market
- Technical knowledge of oil & gas pump design and development (PCP, ESP, Sucker Rods, etc.)
- Commercial awareness as it pertains to the oil & gas industry
- Strong management, leadership, and organization skills, with ability to work efficiently both independently and collaboratively
- Excellent interpersonal and communication skills
- Ability to anticipate and plan multiple ongoing projects, taking priority, timing, and budget into consideration

### **Assets:**

- P.Eng. designation

Please forward your resume and covering letter, detailing your relevant skillset and experience, to [careers@rotoliptic.com](mailto:careers@rotoliptic.com).