

Sales Position

Absolute Imaging Inc. is a global and innovative seismic data processing company with international offices in Calgary, Canada and Noida, India. We offer a full suite of seismic data processing and imaging services to a global customer base. Our highly experienced geoscientists, working with both internally developed and best-in-class third-party software, offer services for Land and Marine 2D/3D/4D in Time and Depth domains. Included in our services are such advanced imaging solutions as Reverse Time Migration (RTM), including Least Squares implementation, Diffraction Imaging (DI) and Full Waveform Inversion (FWI).

Reports to:

President & CEO

Required Skills:

- **Strong Sales and Negotiation Skills:** Proven ability to close deals and manage sales cycles.
- **Excellent Communication and Interpersonal Skills:** Ability to build rapport with clients and effectively communicate technical information.
- **Business Acumen:** Ability to understand client needs and translate them into effective sales strategies.
- **Understanding of Seismic Data Processing:** Basic knowledge of seismic data processing techniques.
- **Technical Background in Geophysics or Related Field:** A degree in geophysics, geology, or a related field is preferred but not mandatory.
- **Ability to Travel:** Willingness to travel to meet with clients and attend industry events.

Responsibilities:

- **Identify and Develop New Business:** Proactively seek out and cultivate relationships with potential clients in the oil and gas, mining, or geotechnical industries.
- **Present and Sell Solutions:** Effectively communicate the value proposition of seismic data processing services, highlighting its benefits for resource exploration, subsurface imaging, or other applications.
- **Meet or Exceed Sales Targets:** Consistently achieve or surpass sales quotas for seismic data processing services.
- **Provide Technical Support:** Offer pre-sales technical assistance and post-sales support to clients, ensuring their satisfaction and facilitating successful project implementation.
- **Stay Up-to-Date:** Maintain a strong understanding of industry trends, competitor offerings, and advancements in seismic data processing technology.
- **Collaborate with Internal Teams:** Work closely with geophysicists and other technical experts to ensure the delivery of high-quality solutions.
- **Develop and Maintain Client Relationships:** Build and nurture long-term relationships with key clients to foster repeat business and generate referrals.