



Flowco Production Solutions is artificial lift. It's all we do. All day. Everyday. Founded and operated by the pioneers of the oil and gas artificial lift industry, Flowco is redefining well "optimization" with the very latest in USA manufactured gas lift and plunger lift technologies and delivering unrivaled customer support wherever and whenever you need it.

**We are seeking a Regional Business Manager to become an integral part of our artificial lift team!**

### **Regional Business Manager/Plunger Lift- Oklahoma City, OK**

#### **Responsibilities:**

- Plan, develop and implement strategic sales plans to align with corporate goals throughout multiple districts in the Midcon region to create growth through our Plunger Lift & Automation product lines
- Manage districts and personnel effectiveness in product knowledge, prospecting, closing, and overall service to our customers
- Develops and implements sales objectives, activities, forecasting reports, and set goals accordingly based on strategic plan and market analysis
- Initiate sales calls, meetings, and follow-up to review performance
- Recruit, hire, train, and develop district team unity and structure
- Provide plunger lift training and/or presentations for customers and prospects
- Take initiative and be creative with sales techniques, products, and ideas to develop new accounts. Excel in customer relationships and retention
- Ensure Districts manage and control expenditures within agreed budgets, inventory control, including timely reports, care of equipment and accuracy of inventory consignments and facility
- Represent company at trade association meetings to promote products and services
- Ensure activities meet with and integrate with organizational requirements for applicable quality management, health and safety, legal stipulations, environmental policies and other requirements by Flowco

#### **Qualifications:**

- Previous experience of at least 10 years oil/gas production experience
- Familiarity with artificial lift methodologies focused on plunger lift and gas assisted plunger lift
- Familiarity with engineering blueprints and schematics
- Gas Lift, Plunger Lift, and automation experience preferred
- Professional appearance a must
- Valid and current Driver's License

#### **Position Details**

- Full-Time, Supervisory Role
- Excellent compensation package with benefits

**Education:** College degree preferred or high school diploma with equivalent work experience

*Must be able to pass mandatory pre-employment drug screen, random drug and/or alcohol tests; and subject to driving history and criminal history background check. Benefits include medical, dental, vision, paid time off and 401(k).*

Flowco Productions Solutions is and Equal Opportunity Employer.

Send resume including work history to [careers@nowcsolutions.com](mailto:careers@nowcsolutions.com). Please type **Regional Business Manager** in the subject line. No calls and no recruiters please.