

Field Service Technician/Sales Representative Oklahoma Region

AXON Energy Services is a global oilfield equipment manufacturer, engineering provider, and aftermarket service company. We are looking for a Field Service Technician/Sales Representative based in the Oklahoma area. We offer competitive compensation and benefits. Axon is an Equal Opportunity Employer.

Job Duties:

- Assemble, diagnose, repair, and pressure control equipment, and their subassemblies in accordance with standard operating procedures and under limited supervision at the facility and customer locations.
- Read, interpret, and follow blueprints, diagrams, engineering drawings, specifications, bill of materials, and other written or verbal instructions to accurately assemble/disassemble equipment and products.
- Test or assist in testing operation of completed product.
- Identify and note problems or hazardous conditions that occur during assembly and test.
- Maintain all Company property, including trucks, service tools, phone, computer equipment, etc. in a clean and ready state.
- Process service tickets. Perform administrative functions relating to service records.
- Travel throughout assigned territory to call on regular and prospective customers to solicit orders or talks with customers on rigs or by phone.
- Display or demonstrate product, using samples or catalog, and emphasizes salable features.
- Quote prices and credit terms and prepare sales contracts for orders obtained.
- Prepare reports of business transactions and keep expense accounts.
- Work with inside sales representatives to keep account activities and literature up to date.
- Track stock levels.
- Coordinates customer training.
- Enter new customer data and other sales data for current customers into computer database.
- Develop and maintain relationships with purchasing contacts.
- Investigate and resolve customer problems with deliveries.

Required Skills & Experience:

- High school diploma or general education degree (GED)
- Experience with Blow Out Preventer (BOP) equipment, Manifolds/Gate Valves, and BOP Control/HPU Systems a plus.
- Three years field service experience.
- Three years outside sales experience in a manufacturing environment preferred.
- Able to read and correctly interpret prints/drawings and specifications.
- Hydraulic/Pneumatic/Electrical experience a plus.
- Experience with rig operations and pressure control equipment a plus.
- Must be available and eligible to travel to such locations as the employer determines is necessary or desirable to meet its business needs.
- Have or be eligible for the following certificates and licenses: H2S, Bosiet, Twic, Passport and Driver License.
- Have effective verbal, written and interpersonal skills.
- Have excellent time management, decision-making, presentation, and organizational skills.

- Have strong selling skills and abilities with emphasis on new business development.
- Have strong initiative and be self-motivated.