

Title: Account Executive

Reporting: Director, Unconventionals

Candidate: You are passionate about the company's mission: *Deploy DNA sequencing to maximize reservoir economics*. You are a self-starter with an inextinguishable fire to compete and succeed. You thrive in an environment that requires crisp judgment, pragmatic decision-making, rapid course-corrections, and comfort with market ambiguity. You discharge your duties within a culture of mutual team respect, high performance, humility, and humor.

Goals for the next 18 months:

1. Deliver commercial revenues from unconventional oil and gas customers applying pioneering Subsurface DNA Diagnostics™
2. Develop and implement account management strategy for select strategic customers; develop and own Biota's key performance metrics on business growth, customer acquisition and retention for these accounts
3. Partner with the technical function on data integration and integrating customer feedback to enhance product delivery
4. Partner with marketing function on product positioning, pricing strategy, and customer awareness to establish Subsurface DNA Diagnostics™ into the standard workflow of oil and gas customers
5. Contribute in the development of the BD organization including recruitment, talent development, goal setting, account management and customer success and marketing
6. Serve as an example for the company values and behaviors as articulated in the Team Operating Agreement

Location: This position is based in Midland, Texas.

Compensation: Competitive base salary, bonus, stock options, and a benefits package including expense account, paid vacation, medical coverage and 401K.

Skills breakdown:

- Sales and Business development: 80%
- Strategy and planning: 20%

Potential background:

- Technical background in subsurface diagnostics preferred
- Established and trusted advisor to the unconventional E&P industry
- Track record of delivering commercial revenue in oilfield services or applying novel technologies with an unconventional E&P producer
- 8-10 years of experience in sales, BD and account management as an individual contributor and in leadership roles