

## Account Representative

*Goodnight Midstream provides professional fluids management services to oil and gas producers. The Company owns and operates an extensive network of water gathering pipelines and salt water disposal wells focused on gathering and disposing of produced saltwater. Goodnight's midstream approach minimizes environmental impact and improves health and safety while lowering lease operating expense and improving reliability for our customers.*

**Job Summary:** This exempt-level position will report directly to the Chief Commercial Officer and will evaluate and execute strategies for business growth. The Account Representative will be responsible for establishing and maintaining sales relationships with customers.

### **Responsibilities**

- Establishes and maintains sales relationships with customers.
- Designs and implements sales strategies to reach company goals, and is accountable for increasing sales/client ratio and expanding customer base.
- Generates leads and closes on long term water pipeline and disposal contracts.
- Ensures the highest standards of integrity in interfacing with customers and vendors.
- Assists in relationship management with existing landowners.

### **Education and Experience:**

Candidates should have extensive experience in both sales and the oil and gas industry. Prior experience working as a truck driver within the oil and gas industry is strongly preferred. Knowledge of saltwater disposal systems is a plus. Experience with the North Dakota market strongly preferred. Minimum three to five years of working experience required. A Bachelor's Degree or equivalent work experience (4 years) is preferred.

The candidate should possess outstanding communications and relationship building skills, and should include proven ability to engage customers and collaborate with colleagues. The successful candidate is an innovator and problem solver who knows how to build a good business case, present ideas in a compelling manner, and influence others to work toward a shared goal. Strong analytical skills with broad business acumen and exceptional go-to-market strategy skills are needed. Intelligence, creativity, integrity, respect for others, sense of urgency, drive for results are all important characteristics.

### **Working Environment/Physical Requirements:**

Remains stationary at least 75% of the time. When coordinating/attending special events, might be required to move around up to 100% of the time. This position constantly operates computers, printers and other office productivity machines (e.g., fax machine, copier, etc.) Occasionally required to move documents or files weighing up to 15 lbs. This position requires constant verbal and written communication and exchange of information with clients, vendors, land owners and other staff. This position must be able to inspect and observe information on a computer screen at least 80% of the time.

This position will require occasional overnight, domestic travel (20-25% of the time).