

Position: Sales Engineer

Location: Houston

Reports to: VP Sales

Description:

Oilfield Service Professionals (OSP) is seeking a **Sales Engineer** to support our customers across US Land, Gulf of America, and select international markets. This role bridges technical expertise and commercial strategy to drive performance across our product lines, including Downhole Intervention Systems and Well Construction.

You will work directly with drilling engineers, completions teams, and procurement personnel to provide technical guidance, engineer product solutions, prepare accurate quotes, and support field deployment.

Key Responsibilities

- Serve as the technical point of contact for OSP's portfolio, advising customers on tool selection, specifications, and deployment best practices.
- Perform engineering modeling to support product performance recommendations (torque & drag, surge/swab, flow rates, pressure ratings).
- Create and revise tool diagrams, string layouts, and job-specific schematics for customer planning and presentation.
- Prepare detailed commercial quotes based on customer scope of work, engineering inputs, logistics, and operational support needs.
- Conduct in-office technical meetings with customer drilling and completions teams, providing support throughout the planning cycle.
- Coordinate with operations and field personnel to confirm product availability, delivery, and readiness for deployment.
- Support customer inquiries and troubleshooting during pre-job planning and post-job analysis.
- Participate in key bid packages and technical clarifications during RFQ and tender processes.
- Maintain up-to-date knowledge of competitive offerings and customer expectations in each region.
- Travel as required for customer meetings, rig visits, or field audits (primarily domestic, with occasional international trips).

Qualifications

- Bachelor's degree in engineering (preferred) or equivalent technical experience in oilfield services.
- 5+ years' experience in technical sales, engineering, or field support in the drilling or completions sector.
- Strong working knowledge of casing equipment, float systems, or rotating heads is preferred.
- Proficiency in drawing/layout tools (AutoCAD, SolidWorks, or similar) and engineering modeling tools.
- Experience preparing technical sales proposals and commercial quotes.
- Strong interpersonal and communication skills.
- Self-motivated with ability to manage multiple accounts and priorities.
- Willingness to travel 25% as needed.

Working Environment:

- Travel to client locations for meetings, presentations, and demonstrations.
- Collaboration with internal teams, including engineering, operations and marketing.
- Regular use of digital tools for remote communication and sales tracking.
- The role may be based at the company's headquarters, a regional office, or remotely depending on the company's structure.