

Colombia Jobs Expertini®

Sr Principal Solution Consulting – Processing and Imaging

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Company: Aspen Technology

Location: Bogotá

Category: computer-and-mathematical

The driving force behind our success has always been the people of AspenTech. What drives us, is our aspiration, our desire and ambition to keep pushing the envelope, overcoming any hurdle, challenging the status quo to continually find a better way. You will experience these qualities of passion, pride and aspiration in many ways — from a rich set of career development programs to support of community service projects to social events that foster fun and relationship building across our global community.

The Role

Reporting to the Solution Consulting Director, based in Brazil or Colombia, candidate will be responsible for all technical aspects of the sales cycle, as well as helping to ensure customer satisfaction. Candidate will be an essential part of the sales organization at AspenTech and a key player in the development of the pre-sales activities in Seismic Processing and Imaging

Provide seismic processing and imaging advice to Oil & Gas client companies, helping them achieve and enhance their subsurface objectives using advanced processing, imaging, and velocity modelling software. Work with a team of subsurface solution consultants to achieve a successful sale strategic plan.

Your Impact

Business development for P&I technology in Latam.

Provide advanced technical support and consulting in Aspen P&I.

Search, uncover, understand and analyze client/prospect needs and requirements to grow or

penetrate accounts.

Prepare and propose workflows for seismic processing, imaging and reservoir characterization.

Conduct technical presentations and demonstrations on AspenTech SSE applications suite.

Present workflows integrating Aspen P&I with other software in the AspenTech suite.

Conduct pilot projects involving the tools provided in Aspen P&I, highlighting our differentiators compared with equivalent solutions in the market.

Co-develop sales proposals together with the sales team.

Provide advanced technical support and consulting in AspenTech processing and imaging solution, Echos, GeoDepth and EarthStudy 360

Supports clients locally and remotely by working with a team of seismic processing and imaging professionals to solve complex subsurface issues with state-of-the art software, properly using company resources, company processes and systems for project management, project execution, and project reporting.

Executes seismic processing and images projects to completion to customer satisfaction.

Understands technical and contractual requirements of projects to establish a trust relationship with the customer.

Demonstrates a thorough understanding of the science behind the software. Expands user knowledge through the application of that software to solve real world problems with client data.

Conducts projects with regular meetings with the client following the principles and best practices set by the Aspen Tech Subsurface Services team.

What You'll Need

Minimum Bs in Geophysics or the Geosciences

Minimum of 15 years of hands-on experience in seismic processing with experience in seismic processing, velocity model building and depth imaging.

Must be capable of carrying out a seismic processing and imaging project in part or in full by independently making key decisions on methodology and parameterization.

Experience with Aspen Technology, Inc.'s Seismic Processing and Imaging Suite (Echos, GeoDepth, SKUA, EarthStudy 360) or their equivalents.

Travel availability.

Cross geoscience discipline experience a plus

Advanced written and verbal skills in English

Competencies: Accountability, Communicates effectively, Action Oriented, Collaborates, Drives engagement, Interpersonal Savvy, Plan and aligns, Instills trust, Technology Savvy.

#LI-FC1

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