



Senior Sales Executive – Energy, Oil & Gas (IT Services & Digital Solutions)

Location: Houston or Dallas, TX (Remote with Travel)

Our Client is a \$30B+ global innovator of IT and business services, helping clients transform through consulting, industry solutions, business process services, IT modernization, and digital transformation. We are committed to attracting exceptional, innovative, and passionate individuals who want to grow with us in an inclusive, forward-thinking environment.

The Opportunity

Looking for a **Senior Sales Executive** to drive new business growth across the **Energy, Oil & Gas, and broader Energy & Resources sector**. This is a **pure hunter role** focused on **new logo acquisition**, targeting enterprise clients with complex transformation needs.

You will be responsible for identifying, pursuing, and closing **large, multi-million-dollar IT services and digital transformation deals**, while building trusted relationships with senior executives across the industry.

If you're comfortable in the boardroom, thrive in long-cycle enterprise sales, and know how to turn relationships into **\$20M+ wins**, this is your lane.

Drive New Logo Growth

- Own and execute a territory strategy focused on **net-new client acquisition** within Energy, Oil & Gas, and Energy & Resources
- Engage **C-level, VP, and Director-level stakeholders** to open doors and create pipeline

Close Large, Complex Deals

- Lead the full sales lifecycle—from initial outreach through deal closure
- Consistently close **multi-million-dollar engagements (\$20M+ TCV)** across IT services, consulting, and digital solutions
- Position **value-based, outcome-driven solutions**, not just services

Build Strategic Relationships

- Develop deep relationships with executive decision-makers and key influencers
- Leverage internal stakeholders across **Consulting, Delivery, Marketing, and Alliances** to shape winning solutions

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Create and Execute Go-To-Market Strategy

- Build and maintain a strong pipeline through **direct prospecting, networking, and industry engagement**
- Identify whitespace opportunities and drive expansion into new accounts

Collaborate to Win

- Partner with solution architects, delivery leaders, and industry SMEs to craft tailored solutions
- Work closely with alliance partners and third-party providers to deliver end-to-end client value

Stay Ahead of the Market

- Maintain deep knowledge of **Energy & Resources industry trends**, competitive landscape, and emerging technologies
- Provide feedback to leadership on market opportunities and client needs

Experience

- 10+ years of sales experience in **IT Services, Consulting, or Digital Transformation**
- 5+ years selling into **Energy, Oil & Gas, or Energy & Resources clients**
- Proven track record of closing **large, complex deals (\$20M+ TCV)**

Sales DNA

- True **hunter mentality** with a passion for new business development
- Demonstrated success exceeding **\$10M+ annual quotas**
- Ability to navigate long sales cycles and complex stakeholder environments

Executive Presence

- Comfortable engaging and influencing **C-suite executives**
- Strong storytelling and solution-selling capabilities
- Bachelor's degree or equivalent experience
- Willingness to travel up to 40%

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🌐 Website: <https://footinthedoorrecruiting.com/>

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