
Job Title: Vice President, Oilfield Services

Job Status: Full Time

[Airgas](#), Inc. ([NYSE: ARG](#)), through its subsidiaries, is the largest U.S. distributor of industrial, medical, and specialty gases and related hardgoods, such as welding supplies. Airgas is also the third-largest U.S. distributor of safety products, the largest U.S. producer of nitrous oxide and dry ice, the largest liquid carbon dioxide producer in the Southeast, and a leading distributor of process chemicals, refrigerants and ammonia products.

RED-D-ARC (an Airgas company) is the largest provider of welding and welding-related rental products and services in North America, with over 50,000 units in our fleet. Red-D-Arc currently offers rental welding-equipment through over 50 service centers in the United States, Canada, Mexico, the United Kingdom, Europe and the Middle East, as well as through Airgas construction Stores and dealer network that included the Caribbean, Puerto Rico, Trinidad, Kazakhstan and Australia.

Job Profile

Under the direction of the Executive Vice President, the incumbent is responsible for sales and operations in Red-D-Arc's Oilfield Services divisions. The incumbent ensures sales staff are developing and maintaining rentals of equipment in their assigned region and that Operations Managers are maintaining the branches and servicing rental equipment according to company standards.

We are looking for a Vice President, Oilfield Services who:

- Ensures a safe work environment by following Airgas/Red-D-Arc's health and safety guidelines.
- Responsible for the sales activities in the Oilfield Services Division.
- Develops and maintains relationships with top accounts.
- Works with Sales Managers on annual budgets and developing target customers.
- Assists in contract negotiation and execution.
- Assists in A/R issues with primary customers.
- Ensures that the company standards on servicing of our rental assets are adhered to.
- Ensures 100% compliance with all company and customer mandated safety policies and procedures.
- Ensures compliance with all company policies and procedures.
- Consults with Human Resources on personnel issues including conducting annual personnel reviews.
- Advises on hiring and dismissal of personnel with Operations Manager and Human Resources.
- Continues to forward the partnership between D&D, Red-D-Arc and Airgas Onsite Safety Services.

Qualifications:

- Post secondary education equivalent to a bachelor's degree in Business is preferable.
- Greater than five years of experience in an industrial equipment rental and service business or related industry.
- Special consideration to candidates with experience servicing customers in the Oil and Gas industry.
- Management experience in an industrial equipment rental or service environment. Working knowledge of power generation applications and equipment is strongly desirable.
- Ability to travel and be away from home a minimum of 33% of the time.
- Valid driver's license and clean driving record.

Skills

- Ability to work with a wide variety of people with different personalities and backgrounds.
- Computer skills to produce effective spreadsheets, reports, and documents as required.
- Knowledge of MS Office applications.
- Organized and able to prioritize work with varying exceptions.
- Ability to effectively present information and respond to questions from groups in a business setting.
- Proven ability to make sound business decisions.
- Communicates with clarity, verbally in one-on-one or group situations, and over the telephone.
- Communicates well in writing by composing clear documents.

Please apply, in confidence, via email to Employment@Red-d-Arc.com or via fax to 1-905-963-7817, referencing the position in the subject line.

Red-D-Arc would like to thank all candidates for their application; however only those selected for an interview will be contacted.