

COMPANY: FIND OIL SERVICES LTD.      [www.findoilservices.com](http://www.findoilservices.com)  
[fos.findoilservices.com](http://fos.findoilservices.com)

POSITION: Commission Salesman, Western Canada Market.

STARTS: April, 2015

REPORTS TO: Sales Manager

Find Oil Services Ltd. is now seeking commission based Salesman to work out of our Calgary office but this can be a work from home position.

We have spent the last 13 months preparing our FOS System, please visit the Marketing Website above for a complete overview of the system and then have a look at the actual FOS System.

We have hired our Calgary Sales Manager and we are already making sales and adding Clients as you read this.

We have amassed an enormous list of potential Clients for you to use and we will be supporting the Sales Team with an aggressive local Marketing and E-mail campaign. In addition we have an online "system support" team and we will have a Trainer based in Calgary to do demos of the system.

What we need now is a local Sales Team of knowledgeable Oil and Gas people to sell our product to the 35,000 identified Service Providers and to earn a great living. We have processes and procedures in place to ensure your success and we have a fantastic product.

FOS is a new company with explosive and International growth potential. We are locally owned and financed and we will be deploying FOS into the US in 4 – 5 months. We are currently focused on Western Canada.

In your role as a Commissioned Sales Person:

- You will be expected to contact and communicate with researched Service Providers in the markets we serve with the end goal of selling the FOS system to them. There are sales approaches to follow but you are the Hunter teach us. Each sales person will receive specific segments to sell to.
- You will need to be an EXPERT user of the FOS system and you will support your Clients as and if required. We will train you!
- You will be given set Market Segments to sell to and manage; you alone will manage that segment.

- Ideally you are learned about Oil and Gas however better that you are a great Salesman.
- **This can be a work from home position** however you will be required to regularly attend to meetings at Clients offices and at least 1 weekly meeting in the office likely 2 meetings per week in the early months.
- When meeting clients you will dress as a proper sales professional should, look the part, BE the PART.
- You of course will be professional, learned and succinct! Clear communication is essential and INTEGRITY is everything.
- Business Cards and support materials will be provided.

REMEMBER sales are MONTHLY these are not 1 time sales. 1 year into this job your monthly, gross sales will be very high and you will be receiving commission on all of this.

The Salary will consist of 4 parts:

1. 10% Sales Commission on the GROSS SALE, paid within 10 days of us being paid. The average Client monthly sale should be \$ 3,500.00/month.
2. 1% Sales Commission on the GROSS SALE of a Client REFFERED by one of your Clients. See our Referral Fee section in our Marketing website.
3. Monthly Bonuses for top producer's most new clients etc. Bonuses will be aid 45 days after sales are confirmed.
  - a. Highest # of sales closed for new clients, sales must exceed 8 new clients in a month, and bonus is \$ 300.00. 1 per month, if qualified.
  - b. Greatest total sales volume closed in a calendar month. The sales person with the largest gross sales, the sales must be over 16,000 Canadian dollars shall receive \$ 350 per month. 1 per month if qualified.
  - c. Largest single sale per Client in value closed in a calendar month. The Sales person with the largest single sale, the sale must exceed \$ 5,000.00 Canadian a month. The sales person will receive \$ 250.00 dollars. 1 per month if qualified.
  - d. Every month any sales person with more than 20 direct new sales will receive an additional \$ 500.00 dollars.
  - e. If monthly new sales for the year (a client who increases their subscription after the initial sale also counts) exceeds \$ 150,000.00 you will receive another \$ 3,000.00 bonus and 2 days paid vacation will be added to your annual days off.

PLEASE NOTE: These commissions apply to the initial rates being offered in May 2015, the commissions may change when the prices change. Prices are expected to double and triple in the future.

4. Profit Share all staff of FOS are entitled to a share of Profit subject to a set system. Note you must be employed at the time of the Profit Share distribution to receive them.

In addition all staff will receive 3 weeks vacation.

You will be paid cash monthly; no deductions shall be made from your income. You will set up an account at a Branch we deem and receive your monies directly into your account.

You will work closely with the Canadian Sales Manager to get better and more learned at your jobs. There will be at least 1 weekly sales meeting via Skype at which attendance is required.

To apply for this position please respond to me in writing at [wgc@findoilservices.com](mailto:wgc@findoilservices.com) .

I look forward to working with you.

Sincerely

W. George Conroy  
President, Find Oil Services Ltd/

