

CHECK LIST FOR

Oil & Gas Sales Experts

or any other oil & gas consultant

1. Have they ever been offshore?
2. What oil & gas organizations are they members of?
3. Can they name the 4 segments of the industry and explain the differences?
4. Can they explain how oil gets from the ground to the fuel tank of your car?
5. Can they give you a current picture of what's going on in the oil and gas industry geopolitically?
6. Can they define NOC, Super major, fracking, BOP, Tree & Pig?
7. Do they have a successful background generating revenue from the oil and gas industry (not just a sales or marketing background)?
8. Do they have a location in or near Houston TX?
9. Do they have a passport (experienced in international business)?
10. Do they have existing client success stories?
11. Can they explain why the oil and gas industry is different than any other vertical?
12. Do they give you lump sum pricing?
13. Can they articulate the process they use?
14. Are they total detached from closing a deal?

[click here for the companion video](#)