



# JOB POSTING

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Date 11/17/2011

Job Title: **Business Developer – Oil & Gas** Reports To: EVP of Sales & Marketing

Salary Range & Benefits: Depends on experience, full benefit package offered

Position Type: Regular, Full-time, Exempt

**General:**

The Business Developer – Oil & Gas is responsible for business growth in the Oil & Gas market by finding and developing industry partners as well as selling directly to large multi-nation and national oil and gas companies.

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**Tasks and Responsibilities:**

The Business Developer – Oil & Gas (O&G) shall be responsible for, but not limited to, the following:

- Achieving annual booking, gross margin and revenue goals for direct customers & assigned partners
  - Assessing sales and distribution environment within O&G sector for multiple applications in both upstream and refining to devise and implement a scalable growth strategy leveraging partners, engineering companies and end users
  - Expanding and developing new sales channels & partners within O&G industrial market sector – both in the North America and internationally
  - Understanding market and solution drivers and alternates for disinfection in the O&G segment and set project and partner pricing based on that value
  - Develop and maintain a 5 year market plan for product offerings to the Oil & Gas industry
  - Provide timely feedback to the technology team on new products and improvements
  - Establishing performance metrics and holding partners accountable for year over year sales growth
  - Promote and market a new processes in a very risk averse industry
  - Identify, leverage and influence multiple buying influences on complex sales to drive projects to closure
  - Develop key accounts, prospects; build relationships with key stakeholders
  - Providing timely and accurate forecasting information to EVP of Sales & Marketing
  - Other duties as assigned
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**Education and Experience Required– combination of both or as determined by manager:**

- Bachelor Degree in Technical (Engineering/Science) and Business Administration (MBA Desired)
  - Experience level: 10-15+ years in Oil & Gas industry
  - Proven success in capital equipment sales in heavy industry – preferably in water treatment industry
  - Previous direct sales or business development work in oil & gas industry market
  - Experience with complex capital equipment projects with long sales cycles
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**Skills Required:**

- Extremely strong written and verbal communication skills
  - Proficient in Microsoft office suite of programs (Word, Excel, PowerPoint, Outlook)
  - Self-starter with solid problem solving skills
  - Strong organizational skills
  - Ability to be self-directed and independent to achieve goals
  - Capable of multi-tasking several projects at once & ability to juggle changing priorities of the organization
  - Ability to prioritize projects
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**Travel Percentage:**

- Substantial, approximately 50-60%, (domestic and international)