

THE POSITION

Title: Business Development Manager – Rocky Mountain States (CO, UT, WY, ND, SD, MT)

Department: Oil & Gas Sales

Reports To: Doug Boyce – Senior O&G BDM North America

HQ Location: 6 Guttman Blvd., Charleroi, PA 15022

Ideal Candidate Location: Must live within the territory near an airport

Minimum Education: Associates Degree – Preferably in Electrical Engineering/Electronics Engineering or related field.

Overnight Travel: 60% - 70%

The Business Development Manager (BDM) will be responsible for developing new business opportunities and growing market share within the Oil and Gas Shale plays throughout the Rocky Mountain states (CO, UT, WY, ND, SD, MT). It will also be critical for the BDM to develop and maintain strong working relationships with distribution and installation partners throughout the region that can assist with uncovering and identifying new business opportunities and providing referrals.

This is a new role for CONSPEC, and the territory is ripe for exponential growth. With that said, CONSPEC has been able to capture approximately 60% market share in the Marcellus Shale play. So, it should be encouraging to know that their products are consistently winning at the end user level and CONSPEC believes the new BDM will have an opportunity to achieve similar levels of success over time if they are a strong and tenacious new business developer.

Given the size of the states in this territory, and the fact that business opportunities will primarily be found within the specific shale plays in the region, regular travel will be required in order to reach the end-user, conduct product demonstrations and close business.

Training: Within the first 2-3 months on the job, the new BDM will have an opportunity to train extensively with the company's leading sales expert (Doug Boyce) in the Marcellus Shale region. Many of the large customers CONSPEC has in the Marcellus Shale play are also active in the Rocky Mountain region, so this will be an excellent opportunity to meet some key decision makers that can help get the new BDM in touch with the appropriate decision makers in the Rocky Mountain region.

Responsibilities:

- Travel throughout the territory to conduct regular end-user sales calls individually, or jointly, with distributor representatives – focusing on the Oil & Gas vertical.
- Develop new accounts, maintain existing accounts, obtain orders, and establish new distribution partnerships.
- Train relevant distribution partner personnel to ensure proper education on the CONSPEC product line.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.
- Resolve customer complaints by investigating problems; developing solutions; preparing reports; and making recommendations to management.
- Maintain professional and technical knowledge by attending educational workshops; reviewing

professional publications, books, podcasts, books on tape, etc.; establishing personal networks; and participating in professional societies and networking groups.

- Effectively utilize computer software/technology to maintain thorough records of all sales calls and results.
- Maintain positive attitude and open line of communication with co-workers and customers.
- Ensure proper support/service and promote deeper account penetration within the customer base.

THE INDIVIDUAL:

The ideal candidate we are seeking for the BDM role must be an ethical and aggressive business developer with a strong work ethic, and have experience successfully selling a gas/flame detection products or a similar technical product line into the Oil and Gas marketplace within the defined territory. We are looking for an individual that is likable, outgoing and purpose-driven. We would like to see candidates with experience using consultative and solution oriented selling techniques with high level closing skills. The successful candidate must be an organized and independent self-starter that is willing to accept personal responsibility with the type of entrepreneurial mindset necessary to grow the region into a productive and profitable enterprise. The individual must possess problem solving skills and a strong technical sales mentality to be suited for this role.

Desired Personal and Professional Experience:

- 3+ years of outside sales experience selling into the Oil and Gas marketplace.
 - Experience covering multi-state sales territory is preferred but not required.
 - Experience selling a technical or systems-based product line to relevant end users in the region.
 - Experience working with relevant end users and distributor partners in the territory.
 - Ability to work independently from a home office and/or on the road in a remote territory.
 - Willingness to travel as needed to get the job done and provide appropriate follow up service/sales to customers beyond the initial sale.
 - Technical aptitude and experience selling fixed gas/flame detection systems or related products.
- Training will be provided to develop specific skills and knowledge relating to the CONSPEC product line, but we need someone who is already technically inclined and able to effectively learn, digest, and present the technical features and benefits of this high quality, solutions based product line.
- Proven experience developing new business and growing sales revenues.