

## **Job Opening**

### **Senior Sales Manager - Equipment and Services**

**Purpose:** Supports growth of business, revenues and profits by identifying, developing and closing on strategic sales opportunities while fostering and maintaining relationships with clients.

**Duties:**

- Identifies business opportunities by recognizing prospects and evaluating their position in the industry; researching and analyzing sales opportunities.
- Makes preliminary assessment of project financial viability and makes assessments which help determine the progress of projects.
- Establishes and monitors an appropriate priority and schedule for development activities.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Contributes to team effort by accomplishing related results in a timely manner and provides input into development of business and marketing plans .

**Minimum Qualifications:**

- Bachelor's Degree in engineering and/or business
- 10 years experience in the industrial gas field
- 5 years of relevant sales or proposal management/development experience.
- Excellent communication, coordination, and presentation skills a must.