



## Job Description

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**Job Title:** Business Development Manager  
**Department:** Sales, Business Development  
**Reports To:** Vice President of Business Development

### Overview

For those with strong core values and interest in performing to high expectations, the best and brightest always have choices. ION PRO has created a positive team environment to tap the skills and energy of high performers and reward them for their contribution to the company's success.

ION PRO Services LLC (ION PRO) provides hot tapping and line stop related services and associated fittings to the pipeline, refining and petrochemical industries. Built on integrity, ethics and strong values, ION PRO delivers unrivalled commitment and expertise to our customers, with every project we undertake.

ION PRO is interested in hiring a Business Development Manager, who will help further our ambitions to consistently offer high quality service and equipment that benefits our clients and team members alike. As a quality-driven organization, we look for like-minded individuals with a strong desire to be an active, long-term participant in the growth of our organization. This position, based in Houston, TX, will be the face of the company, representing ION PRO with assigned customers, across multiple regions of the US.

### Responsibilities

- Support Vice President of Business Development with creation and execution of business development and sales strategy, to achieve annual sales targets.
- Take initiative in all business activities related to identifying customers and contacts to win work.
- Identify prospects and develop leads, identifying key decision makers for winning business.
- Execute a structured prospecting and selling approach, captured and monitorable through CRM system data.
- Plan for and engage with customers on a daily basis, through face-to-face, on-line video, email and phone conversations, in pursuit of project awards and critical information to support ION PRO's Quotation and Engineering team activities.
- Maintain customer contacts and call reports in CRM system.
- Pursue and support securing of Master Service Agreements and Approved Manufacturers List acceptance.
- Obtain client feedback during project tender phase to assist in continuous improvement of company's service and product offering to clients.
- Engage and educate customers, through Lunch and Learns, Pressure Test Demonstrations, etc., to promote ION PRO products and services.
- Monitor competitor product, sales, and marketing activities, providing feedback to company leadership regarding competitive offerings and prospects.
- Monitor changes in market regulations, mergers, and acquisitions to ensure ION PRO is proactive, not reactive in response.
- Represent organization at industry association meetings and tradeshows to promote ION PRO.
- Live ION PRO company Values and actively promote corresponding behaviors.

### **Core Values**

Fun \* Academia \* Clarity \* Timeliness/Truth \* Speed

## **Qualifications**

- B.S. degree in Engineering or equivalent business, marketing, or technical degree.
- Hunter/Gatherer mentality, relentless in pursuit of next win, does not sit on their laurels, learns from their losses, and moves on, driven to see team succeed.
- 5+ years of sales experience – Midstream Oil and Gas, Chemical/Petrochemical, Power Generation, preferably with Hot Tap/Line Stop and Fittings product experience.
- Strong-standing relationships with major and independent pipeline operators, Pipeline EPC Contractors, and Engineering and Inspection Services Contractors will be advantageous.
- Excellent communication skills, both verbal and written.
- Ability to be flexible and adjust to changing environments.
- Must have the ability to build sustainable relationships with customers, teammates, and leadership.
- Proficient in use of personal computers, with Microsoft Excel, Word, PowerPoint, Outlook, and CRM capabilities.
- Must have a valid driver's license and good driving record.

### **Seniority Level**

Associate

### **Employment Type**

Full-Time

### **Industry**

Mechanical or Industrial Engineering,  
Oil & Energy

### **Job Functions**

Sales, Business Development

## **Core Values**

Fun \* Academia \* Clarity \* Timeliness/Truth \* Speed