



Position Title: Sales Manager – SynGas Market Segment
Reports To: Vice President Sales
Location: Tulsa, OK (HQ)

The SynGas Sales Manager’s primary goal is to develop and close the sales of Everest Sciences performance improvement solutions in the Chemical Processing sector. This high energy individual will maintain direct contact with Everest Sciences key customers to drive the sales of air compressor performance enhancement solutions. In addition, the Sales Manager will select, support and lead the Everest Sciences network of independent sales representative.

KEY JOB RESPONSIBILITIES:

Identify, qualify, and evaluate customers for Everest Sciences solutions in the SynGas sector. These solutions are based on the company’s innovative and efficient indirect evaporative cooling technologies. Sales Manager will develop new and maintain existing customer relationships.

Effectively communicate the value proposition for Ammonia and Nitric Acid plants, including debottlenecking strategies using inlet cooling on the air machine. Be able to articulate and explain the incremental value of adding the company’s solutions to new and air compressors.

Ability to articulate and present a value added solution to all levels within potential customer organizations. Understand the technical details for the initial engineering reviews, present the total life cycle value proposition for the customer’s business development and asset managers, and articulate the total customer value proposition for the customer’s senior management.

Deliver on an annual orders plan to support the company’s growth in the SynGas sector. Manage and support the company’s independent sales representatives.

MINIMUM QUALIFICATIONS:

- Strong understanding of selling industrial solutions, including use of CRM solutions
- Demonstrated track record of increasing revenue contribution
- Greater than six (6) years of experience in infrastructure sales
- High-energy position – must be willing to “stay connected” at all times to push the business needs continuously.
- Strong understanding of the business-to-business sales
- Bachelor degree in engineering from an accredited four-year program or applicable work experience
- Willing to travel globally on short notice

PREFERRED QUALIFICATIONS:

- Excellent leadership and management skills
- Background in sales/business development in the SynGas segment, or equivalent
- Experience selling through independent sales representative network
- Strong matrix leadership skills. Must be able to energize others inside and outside the business segment

The above declarations are not intended to be an all-inclusive list of the duties and responsibilities of the job described, nor are they intended to be such a listing of the skills and abilities required to do the job. Rather, they are intended only to describe the general nature of the job.

Everest Sciences guarantees equal employment opportunity to all qualified applicants. All qualified applicants will receive consideration for employment, without regard to sex, age, race, color, national origin, religion or disability.

The company offers a competitive compensation package scaled to the experience level of the candidate, which may include equity participation. Employee benefits include medical, dental, IRA and retirement programs as well as others.