



## Position Specification

<b>POSITION</b>	<b>Industry Sales Manager, Oil &amp; Gas Industry</b> Central New York state location
<b>COMPANY</b>	<p>Our client is an industry leading provider of innovative capital equipment solutions for product manufacturers and end-user customers worldwide. While the company's early success was built by providing winding-related production equipment to the wire, cable, and tire manufacturing industries, in recent years its innovative solutions have produced outstanding results in the oil &amp; gas industry as well, a presence that the company wishes to expand dramatically.</p> <p>Examples of equipment solutions provided by our client to the energy industry include equipment for manufacturing flexible pipe and umbilical pipe for deepwater applications, as well as mobile pipeline production units that can be easily relocated as customer requirements change and can produce pipe products onsite anywhere in the world.</p> <p>Our client, a company that has been in business for over 60 years, has approximately 150 employees and annual revenues in excess of \$50 million. The company is privately owned and is based in central New York state.</p>
<b>POSITION SUMMARY</b>	<p>The position under search is that of Industry Sales Manager, Oil &amp; Gas Industry. As a key member of the management team of the company, this individual would be based at the company's corporate headquarters in Rome NY. The successful candidate will initially manage 2 – 3 account managers, although this number is expected to grow. The Sales Manager will have overall responsibility for sales performance of the company in the target industry, which includes primarily the upstream (exploration and production) and midstream (pipeline) energy sectors worldwide. He/she will report to the Vice President of Sales &amp; Marketing.</p>
<b>POSITION RESPONSIBILITIES</b>	<p>The successful candidate will:</p> <ul style="list-style-type: none"><li>▲ Assume leadership of sales efforts directed toward oil &amp; gas related accounts and prospects, including ownership of top-line growth for the company in this highly strategic market sector</li><li>▲ Manage and lead Account Managers who will call on oil &amp; gas related accounts and prospects</li><li>▲ Build a “best in class” account sales team, ensuring that they are fully trained and productively deployed at all times</li></ul>

- ▲ Help Account Managers identify and close order opportunities
- ▲ Maintain order forecasts and ensure that they are kept up to date and communicated internally as required
- ▲ Build on existing customer decision-maker contacts and develop new ones by spending considerable time in the field calling with Account Managers on key current customers and targeted prospects, both domestically and internationally.
- ▲ Provide key interface between the sales department and other internal departments (engineering, manufacturing, etc.) with regard to oil & gas industry customer needs to ensure that customer specifications are clearly and concisely conveyed internally and agreed among all parties
- ▲ Provide key interface between the sales department and other internal departments (engineering, manufacturing, project management, etc.) for duration of projects to ensure consistent alignment with customer expectations and company performance, timelines, etc.
- ▲ Promote the company's products and solution within the target industry; build and maintain a high profile as a knowledgeable provider of equipment solutions within the target industry, including attendance and participation at industry events and trade shows as required
- ▲ Travel extensively with account executives and other company personnel to meet with customer decision makers worldwide (expect a minimum of 50% travel, mostly international)
- ▲ Participate as a key member of the management team, including participation in strategic planning sessions and providing input on oil & gas industry requirements and needs to assist in new product development efforts

**DESIRED  
CANDIDATE  
ATTRIBUTES**

- ▲ A four year degree in business, engineering, industrial distribution or a related discipline is required; engineering degree (mechanical or electrical) is strongly preferred
- ▲ Strong sales background (minimum five years sales and sales management experience,) with a demonstrable track record of meeting or exceeding sales goals and building market share
- ▲ Sufficiently strong technical background to communicate effectively on technical product matters and needs, both with customers and internally
- ▲ Knowledge of the upstream and midstream oil & gas industry gained from having successfully sold or managed sales of big-ticket capital equipment into that industry (\$2 - \$5 million typical sale)

- ▲ Good general working knowledge of flexible pipe applications in offshore oil & gas exploration and production and/or the manufacture of non-metallic flexible pipe would be a strong plus
- ▲ Strategic approach to understanding customers and their needs and positioning the company's products advantageously with regard to those needs
- ▲ Strong commercial background, thorough understanding of the sales cycle, a closer as well as a manager who can help others close opportunities
- ▲ Background in equipment costing and price setting in an environment in which virtually all orders are engineered and custom-built; good understanding of product margins
- ▲ Background in both domestic and international sales within the target industry (oil & gas)
- ▲ Capable of developing strategic product direction and new product initiatives to meet evolving customer needs
- ▲ Superior interpersonal and communications skills, both verbal and written; excellent presentation skills
- ▲ Foreign language fluency, particularly Portuguese, and familiarity with international oil & gas markets, particularly Brazil, would be a major plus
- ▲ Strong computer skills, including both the Office suite of applications as well as customer relationship management (CRM) systems
- ▲ A person who thrives in an entrepreneurial environment where decisions are made quickly in response to market opportunities and communication and teamwork are essential
- ▲ A person of impeccable reputation and the highest ethical standards
- ▲ Willing to relocate to central New York state in order to participate as a key member of the management team at headquarters

**COMPENSATION**

Our client envisions a highly competitive compensation package that will include a base salary commensurate with career accomplishments, a commission plan in addition to salary based on sales and gross profit goal achievement, paid relocation, and the full range of company benefits.

**CONTACT**

Qualified and interested candidates should contact the executive recruiter by email, including a current resume in Word or PDF format:

Houghton Hutcheson  
[hhutcheson@bellaireconsulting.com](mailto:hhutcheson@bellaireconsulting.com)