



# PETROGUARDIAN™ LLC

*Petro Guardian, LLC. specializes in grounding, bonding, static and lightning protection for tank batteries in the oil & gas industry. In other words Petro Guardian keeps the E&P companies oil and water tanks batteries from blowing up in the oil field.*

*Our culture is a fast growing ALL IN environment. We are seeking a sales professional that wants to be part of a family oriented team environment.*

*Petro Guardian, LLC is seeking an Business Development Manager to join our growing team. Visit our website for company details ([petroguardian.com](http://petroguardian.com))*

*This position will be a part of Petro Guardian's Business Development Team, specifically in the Midland/Odessa area by leading the development of new business by initiating the sales process with prospective clients, and ultimately securing the contract.*

## **QUALIFICATIONS**

- Bachelor's Degree
- Experience in the Oil & Gas industry
- 4 + years' B2B sales experience
- In-depth experience with a CRM program

## **SKILLS**

- Proficiency in MSWord, Excel, and PowerPoint required
- Must be detail-oriented
- Ability to work in a fast-paced environment
- Ability to process work accurately within strict deadlines
- Ability to set priorities, work under pressure, and follow-through on assigned
- Skilled communicator (verbal and written)
- Strong organizational skills
- Goal-driven
- Team-oriented
- Customer-focused
- Authorized to work in the United States for any employer

## **ESSENTIAL FUNCTIONS**

- Setting face to face appointments in the field or office
- Responsible for the sales management in the designated region, new sales forecasting and sales tracking
- Establishes sales objectives by creating a sales plan and sales goals in support of business unit and national objectives
- Determine appropriate marketing strategy as needed (tradeshows, advertising, etc.)
- Ensure that needed information is gathered/submitted timely and completed successfully
- Assist in preparation and distribution of weekly, monthly sales reports, as needed
- Responsible for active support and participation at all levels from the sales function in the assigned region of the CRM database to ensure accuracy and data quality

## **COMPENSATION AND BENEFITS**

Candidates will receive a competitive base salary, commission, vacation pay and profit-sharing