

JOB DESCRIPTION



BUSINESS DEVELOPMENT PROFESSIONAL

SUN Pipeline Solutions is an Innovative Pipeline Solutions provider for industries including Oil and Gas, Water Treatment, Refining, Chemical, Pharmaceutical, Food, and Beverage. From manufacturing Pipeline Pigging Products to providing Pipeline Intervention Products & Services, our goal is to exceed customer expectations of quality and standards in everything we do. Due to continued growth, Inline Services is now accepting applications for the position of Business Development Professional (based in Tulsa, Oklahoma). The Business Development Professional is a full-time position that is responsible for supporting the Operations in Tulsa, OK. The Business Development Professional will possess Oil & Gas experience in pipeline maintenance supplies, oil field supplies, or related products to identify new prospects and maintain existing customers for our pipeline cleaning supplies. The ideal candidate will have a proven background in cultivating new clients and driving sales in the oil and gas markets for pipeline and oilfield supplies. Overnight travel within a designated sales territory will be required.

Essential Functions

- Analyze market activity and define ideal project opportunities.
- Maintain current established relationships and strategically identify new potential clientele.
- Respond to new and existing client needs.
- Maintain business development involvement and visibility through the duration of the sales cycle.
- Interact with Operations to maintain a keen understanding of current operational capabilities.
- Develop strategic growth plans, strategic client initiatives, and tactical action items needed to increase sales from new and existing clients.
- Lead all aspects of new client outreach activity including client identification and qualifying, prospect introductions, conferences, presentations, and engagement with professional organizations.
- Implement strategies, annual plans, goals, and budgets for participation in professional organizations.

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Qualifications

- Bachelor's Degree or equivalent combination of relevant education and/or work experience that will allow the successful performance of job expectations.
- Valid driver's license and clean driving record.
- Ability to open doors with clients, strong writing and presenting skills, and excellent customer service skills.
- Creative problem-solving ability, negotiation, and follow-up skills.
- Strong organizational skills, flexibility, and the ability to prioritize work assignments.
- 5 years of sales experience in the Oil & Gas industry.

Benefits

- Competitive Wage & Benefits Package for Full-Time Employees
- 401(k)
- Dental Insurance
- Health Insurance
- Life Insurance
- Vision insurance
- Prescription Drug Plan
- Paid time off
- Disability

*We are only able to employ those legally authorized to work in the US. Thank you for submitting your application.
Please note that only selected candidates will be contacted.

*All selected candidates are subject to a pre-employment drug screen.

*All qualified applicants will receive consideration for employment without regard for age, race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

*For a complete list of career opportunities please visit inlineservices.com

*Reasonable Accommodations may be made to enable individuals with disabilities to perform the essential functions.