

Engineered Compressor Sales Manager

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Company: Power Systems Mfg., LLC, a Hanwha company

Location: Houston

Category: other-general

Position Overview We are seeking an experienced Engineered Compressor Sales Manager to join our team specializing in centrifugal air and gas compressor systems for the oil and gas, power, and air separation industries. As the Engineered Integrally Geared Air and Gas Compressor Sales Manager specializing in the Oil & Gas, LNG, and Power industries in North America, your primary objective is to drive sales growth and foster strong relationships with major Engineering, Procurement, and Construction (EPC) firms. Your expertise in integrally geared compressor technology, specifically tailored for air and gas applications, will be crucial in promoting and selling compressor solutions to clients within these sectors, while strategically partnering with key industry stakeholders.

Essential Duties and Responsibilities

- Sales Strategy Development:** Develop and execute strategic sales plans customized for the North American market, aimed at maximizing revenue generation and market share within the Oil & Gas, LNG, and Power sectors for air and gas compressor applications.
- EPC Relationship Management:** Establish and maintain robust relationships with major EPC firms, serving as the primary point of contact for all sales-related activities. Collaborate closely with EPC partners to identify project opportunities and provide integrally geared air and gas compressor solutions aligned with client requirements.
- Client Engagement:** Engage with key stakeholders and decision-makers within target clients to understand their project needs, technical specifications, and business objectives related to air and gas compression. Present integrally geared compressor solutions effectively, addressing client challenges and offering value-added solutions tailored to air and gas applications.
- Product Expertise:** Demonstrate in-depth knowledge of integrally geared compressor technology for air and gas

applications, including design considerations, performance characteristics, and industry standards relevant to the Oil & Gas, LNG, and Power industries. Provide technical guidance and support to clients throughout the sales process.

5. Market Analysis and Opportunity Identification: Conduct comprehensive market analysis to identify emerging trends, market segments, and competitive landscapes specific to air and gas compression applications. Utilize insights to uncover new business opportunities and develop targeted sales strategies.

6. Proposal Development and Contract Negotiation: Prepare and deliver compelling sales proposals for integrally geared air and gas compressor solutions, including technical specifications, pricing, and contract terms, in collaboration with internal stakeholders. Negotiate contracts and agreements to secure profitable deals while ensuring alignment with client expectations and company objectives.

7. Sales Forecasting and Reporting: Monitor sales performance metrics, track progress against targets, and generate regular reports for management review. Provide accurate sales forecasts based on market dynamics, client engagements, and project pipelines related to air and gas compression applications.

8. Cross-Functional Collaboration: Collaborate closely with internal teams, including engineering, project management, and customer support, to ensure seamless delivery of integrally geared air and gas compressor solutions and exceptional customer satisfaction. Act as a liaison between clients and internal stakeholders to address any issues or concerns promptly.

9. Compliance and Documentation: Ensure compliance with company policies, industry regulations, and contractual requirements throughout the sales process. Maintain accurate records of sales activities, contracts, and client communications related to integrally geared air and gas compressor solutions.

Qualifications:- Bachelor's degree in Mechanical Engineering.- Proven track record of successful sales experience in the compressor or related industries, with a focus on the North American market and major EPC firms within the Oil & Gas, LNG, and Power sectors, specifically for air and gas compression applications.- Strong network and existing relationships with key decision-makers and stakeholders in major EPC firms and relevant industries, with a demonstrated ability to leverage these connections for business development.- Expertise in integrally geared compressor technology for air and gas applications, including knowledge of design principles, performance factors, and industry standards.- Excellent communication, negotiation, and presentation skills, with the ability to effectively engage with technical and non-technical audiences.- Results-driven mindset with a focus on achieving sales targets, driving revenue growth, and delivering exceptional customer satisfaction in the context of air and gas compression applications.- Ability to travel

extensively to meet clients, attend industry events, and visit project sites across North America. Preferred Qualifications:- Prior experience in selling integrally geared compressor solutions or rotating equipment for air and gas applications to clients in the Oil & Gas, LNG, and Power industries in North America.- Familiarity with relevant industry regulations, standards, and codes, such as API standards and ASME codes, as they relate to air and gas compression. Compensation Hanwha Power Systems Americas (HPSA) offers a dynamic and challenging work environment with benefits including generous Paid Time Off, Medical, Dental, Life Insurance and 401(k). HPSA will assist with normal moving expenses. Disclaimer The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed. Equal Opportunity Veterans/Disabled

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