



TM GE Automation Systems LLC

Office: 1325 Electric Road, Suite 200, Roanoke, VA 24018 USA

Mailing Address: 2060 Cook Drive, Salem, VA 24153 USA

Job # M110

Job Title:

Industry Segment Sales Leader – Oil and Gas

Location:

Houston, Texas

Business Unit/Department:

North American Sales

Job Responsibilities:

You will evolve and deliver the comprehensive long-term (three to five year) sales strategy for the Oil and Gas market. You will coordinate and influence within the entire organization to secure resources and solutions to successfully execute the plan.

- Conduct market research and forecasting to grow and sustain the oil and gas business with a 3-5 year rolling time frame
- Develop relationships with a network of purchase influencers within current and potential client organizations to position TMEIC GE to bid for new projects
- Develop relationships to influence within a network of internal company contacts (domestic and international) to coordinate and influence securing the resources needed for global project sales efforts
- Establish a global market strategy for O&G in coordination with headquarters
- Plan and deliver order commitments for O&G within North America
- Manage and deploy local selling resources as necessary to meet the established commitments
- Establish and allocate the travel budget for the local O&G sales and application team
- Determine and recommend the budget and business resources required to support advertising, brochures, trade shows and technical seminars to support the plan
- Create and conduct proposal and business presentations for customers' business executives
- Create context for and oversee the development of the individual proposal process for key customers.
- Provide analysis and recommend projects to be pursued
- Map and manage the tactical plan for pursuing particular projects
- Ensure the accurate maintenance of proposals, contracts and business activities per corporate guidelines
- Provide business executives with timely updates on sales activity, performance, integration of corporate business project processes, market trends and customer relationship issues
- Ensure the utilization of business processes: CRM, ORACLE, OSM and QMI reviews

Minimum Requirements:

- Minimum formal education required is a BS degree; preferred in an engineering discipline, typically electrical, mechanical, chemical or equivalent experience
- Minimum technical working experience of 5-10 years with rotating equipment, large electrical drives or other O&G capital equipment
- Minimum of 5 years in a direct client facing position
- Demonstrated success at coordinating and managing efforts of a remote sales team to achieve specified goals
- Experience with vendor pre-qualifications and other typical procurement requirements for the O&G industry
- Established relationships with purchase influencers at TMEIC GE client and potential client organizations
- Demonstrated organizational skills, including time management, good file and record organization and report writing
- Computer skills and ability to work with business programs

Direct Link to online application: <http://www.tmge.com/hr/app.php>

In order to be considered for a job opening, all applicants must complete an on-line job application, in full, for each job opening. A resume can be attached to the on-line application, but is **NOT** considered a substitute for the information in the application. Applications are not accepted for positions not posted. Current Job Listings, along with our application, can be found on our website at www.tmge.com - click on Career Opportunities. Please, no telephone calls.

We are an Equal Employment Opportunity Employer & Affirmative Action Employer