

# Pipeline Diagnostics Business Development Manager – Europe & SSA

## Interfaces:

Reporting line:	Europe & SSA Region Manager
Direct reports:	N/A
Interface and team work with:	Europe and SSA sales teams Europe and SSA Operations Teams EV engineering Teams
Location:	Base would be Aberdeen but position can be based remotely with frequent travel all over the region

## Role and Responsibilities:

- Sales & Revenue Generation
  - Develop and execute sales strategies to meet or exceed targets across key pipeline diagnostics segments (midstream, downstream, utilities).
  - Manage the complete sales cycle from lead generation to closing deals.
- Business Development
  - Identify and pursue new business opportunities, strategic partnerships, and market segments.
  - Prepare and deliver compelling technical and commercial proposals.
- Client Relationship Management
  - Build and maintain strong, long-term relationships with clients, EPCs, operators, ILI companies, other service companies and key stakeholders.
  - Serve as the primary point of contact for major accounts, ensuring customer satisfaction and loyalty.
- Market Intelligence
  - Conduct market analysis to identify trends, competitor activities, and emerging opportunities.
  - Provide feedback to internal teams (product, marketing, engineering) on customer needs and market dynamics.
- Pipeline Industry Expertise
  - Stay current with pipeline regulations, technologies, and industry standards (e.g., API, ASME, PHMSA).
  - Attend and represent the company at industry events, conferences, and trade shows.
- Collaboration & Reporting
  - Work closely with internal teams including operations, engineering, and product development to ensure alignment.
  - Maintain accurate sales pipeline records using CRM tools and provide regular reporting to leadership