

Interfaces:

Reporting line:	VP of Pipeline Diagnostics / EV Region Manager
Department:	Sales & Business Development
Employment Type:	Full-Time
Location:	Houston, but can have some flexibility for right candidate

Job Overview

We are seeking a results-driven and strategic **Pipeline/Midstream Sales & Business Development Manager** to lead and expand our commercial efforts across the pipeline industry. This role will be responsible for identifying new business opportunities, cultivating client relationships, and driving sales growth for EV pipeline-related products, services, or technologies.

The ideal candidate has a strong technical background in pipeline operations, inspection, maintenance, or integrity management, paired with a proven track record in sales and strategic business development. Must be a winning team player.

Key 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 Network**
 - 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.
- Must have extensive network of customers or potential customers in pipeline integrity across USA.
- **SME, Technical input & Operations**
 - Work closely with internal teams including operations, engineering, and product development to ensure alignment. Use technical expertise to teach other EV team members midstream operations, technology & applications.
 - Be willing to support operations as/when needed as Pipeline is in growth mode for dedicated regions.
- **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.

Qualifications:

- Bachelor's degree in Engineering, Business, or a related field (preferred: Mechanical, Petroleum, or Pipeline Engineering).
- 7+ years of sales or business development experience in the pipeline, ILI or Midstream sector.
- Strong understanding of pipeline inspection, integrity, or construction technologies and services.
- Demonstrated success in closing complex technical sales and managing key accounts.
- Excellent communication, negotiation, and presentation skills.
- Proficiency in CRM systems (e.g., Salesforce, HubSpot) and Microsoft Office Suite.
- Willingness to travel domestically and internationally as required.

Preferred Qualifications:

- Existing network of industry contacts (pipeline operators, ILI vendors, EPC firms, service companies).
- Experience with pipeline data, NDE/NDT technologies, or inline inspection tools.
- Knowledge of relevant safety and compliance standards.