

## **JOB SEARCH / CAREER SEARCH SUMMARY**

*One of the top publicly traded Energy Recovery Companies in the World is looking for an Oil and Gas Senior Sales Engineer / Business Development Executive in the United States, preferably in the metro Houston, Dallas or Fort Worth Texas and surrounding area. Due to the home-based nature of this position, anywhere in the United States located near a major International Airport.*

## **POSITION NAME**

*Senior Sales Engineer / Business Development Executive*

## **CLIENT COMPANY NAME**

*Confidential until Interview is scheduled.*

## **ABOUT THIS COMPANY**

### **Who is this company?**

*One of the top publicly traded energy recovery companies in the world.*

### **Type of Industry this company is in?**

*Energy Recovery / Oil and Gas / Water and Chemical*

### **Age of company and how large?**

- \$50 Million+ organization*
- 21+ years in business*

### **Competitive advantages, value proposition and differentiators of this company?**

- One of the top publicly traded energy recovery companies.*
- Striving to become the top energy recovery company in the world that taps high pressure fluid flows.*
- Owns 80+% market share within water and desalination marketplace.*
- Over 14,000 energy recovery devices installed worldwide on every continent.*
- This company's clean technologies continue to save clients over \$1.2 B in energy costs per year.*
- Due to their growth rate, they will be a half billion dollar company in the next 5-7 years, with primary focus with oil & gas, water and chemical industries.*

### **Growth of company?**

*Going through incendiary growth. Will double in volume in the next twelve months.*

## COMPENSATION PACKAGE

### **Base salary?**

*\$150,000 to \$175,000 (\$150k - \$175k)*

### **Bonus potential and / or Equity?**

*Bonus potential – uncapped commission plan*

*Equity to start – yes, discretionary*

*Due to commission plan, W2's realistically will range between \$400,000 to - \$700,000+*

## SPECIFICS OF THIS POSITION

### **Key responsibilities and objectives for ideal candidate?**

- This is a newly created position w/in the organization.*
- Much of the initial focus during the first 12-18 months will revolve around the gas processing / sour gas processing market and then eventually evolve into pressure flow, oil streams and offshore markets secondarily.*
- These are groundbreaking new products that have been proven w/in the water desalination market space and thoroughly / rigorously tested for application into the Oil & Gas sector.*
- This person will have the ability to be a catalyst in creating a new niche of products and a radically new concept of energy recovery to the Oil & Gas sector.*
- Company is looking to duplicate its current market dominance w/in water desalination and translate that into Oil & Gas sector success with similar products which have been tweaked and geared towards Oil & Gas clients all across the globe.*

### **Key criteria and prerequisites this individual must possess?**

- Ideally, someone with a true International breadth and flavor to add to their sales career which would involve market penetration w/in Middle East, Far East, USA, China, Latin America, Canada and Africa, as examples.*

### **Educational criteria and prerequisites?**

- Degree preferred.*

### **Other possible Industries ideal candidate could come from?**

*Oil & Gas*

*Upstream, Midstream or Downstream*

*Natural Gas or Sour Gas Processing specialty preferred*

### **Other possible job titles ideal candidate might have now?**

*Technical Sales Engineer*

*Sales Engineer*

*Business Development Executive*

*Business Developer or Biz Dev*

*Sales Rep*

Sales Specialist  
Business Development Specialist  
Business Development Manager

### **Upward growth opportunity for ideal candidate?**

- *The sky is the limit regarding income and upward mobility, as this is a newly created position w/in this organization.*
- *This person will essentially have an untapped and unlimited opportunity to lead, develop and spearhead all sales within Oil & Gas market sector initiative.*
- *As this person drives both revenue and market share globally for the Oil & Gas group, this position will evolve rather quickly in a number of different ways (ie: Head of Global Oil & Gas Sales Group) in which we can talk more about as we continue the process.*
- *Depending upon success of this individual w/in numerous geographic market sectors both Domestic and International, self promotion is evident.*
- *The end game goal is the build a team of sales engineers underneath this individual as the organization continues to develop across its lifecycle, although most of the focus w/in the first couple of years will be pure sales and big game hunting.*
- *This is a new frontier and a radically new and proven technology which will allow this individual to exceed W2's in the range of realistically \$400-700K+ (no cap on commissions along w/ potential dynamic equity package) by the end of year two and into years three, four and beyond, depending upon ramp-up and overall sales ability / acumen and connections that can be leveraged w/in the industry.*

### **Location of this position?**

- *Due to the home-based nature of this position, anywhere in the United States located near a major International Airport.*
- *Preferably in the metro Houston, Dallas or Fort Worth Texas and surrounding area.*
- *However, other major cities where an International Airport exists, such as:*  
Atlanta, Georgia  
Washington D.C.  
Miami, Florida  
New York, New York  
Houston, Texas  
Newark, New Jersey  
San Francisco, California  
Dallas, Texas  
Ft. Worth, Texas  
Los Angeles, California  
Chicago, Illinois

## **INTERVIEW / HIRING PROCESS**

- *1<sup>st</sup> interview with VP*
- *2<sup>nd</sup> interview with rest of leadership team and CEO*

# TO DISCUSS THIS POSITION CONFIDENTIALLY

## NEXT STEPS...

*If you do not have a “current” resume, not to worry. Our priority is finding the ideal person.*

*If this is you, or possibly someone you might know and respect, and may be a good fit for this key position, please contact us today confidentially.*

*Even if you are currently working at another company, and want to learn more about this position, all inquiries will be treated with the strictest in confidentiality.*

## CONTACT

**JOSH RAE**  
**EXECUTIVE RECRUITER**  
**702.723.9777 MAIN**  
**702.723.9778 FAX**

[EXEC@JPIEXECUTIVESEARCH.COM](mailto:EXEC@JPIEXECUTIVESEARCH.COM)

[WWW.JPIEXECUTIVESEARCH.COM](http://WWW.JPIEXECUTIVESEARCH.COM)

