**Business Development Manager/Factory Sales Representative**

TechLine Mfg. is a leading manufacturer of instrumentation and electrical support systems for applications in numerous industries. As the benefits of TechLine’s product offerings spread to more industries, TechLine Mfg. continues to develop new, innovative solutions that are fueling growth. Primary markets include Oil & Gas, Petro-Chemical, & Energy. TechLine Mfg. is looking for an experienced business-to-business Factory Sales Representative to add to their growing team of top-notch technical sales professionals.

TechLine Mfg Factory/HQ is located in Spanish Fort, Alabama, with a Regional Distribution Center located in La Porte, Texas. With 45 Employees, including 4 Direct Factory Sales Representatives, TechLine Mfg is poised to grow. A professional, qualified Business Development Manager, based in the Houston, Texas market, has been identified as key area of need. This position will report to the Sales Manager in Spanish Fort, AL.

**Job Description:**

* Using solution-based selling to identify market and customer needs and demonstrate the value of TechLine’s superior product and service solutions
* Initiating contacts and building long term relationships with new and existing customers at the corporate/regional executive level
* Developing new business in addition to identifying cross-sell and up-sell opportunities
* Maintaining updated knowledge of the company's products and services and identifying industry trends
* Travel required; Approximately 20 – 30% a month
* Visit with customers both at their facilities and at industrial field sites
* Attend and present at industry trade shows and conferences
* Engaging with EPC (Engineering, Procurement & Construction) Firms at all levels
* Managing sales opportunities, sales activities, and maintaining forecasts

**Qualifications:**

* 10+ years of B2B sales experience in industrial markets such as oil & gas and electric power
* Associate, Technical or Bachelor’s Degree preferred
* Knowledge of industrial Instrumentation & Electrical processes/systems or similar disciplines
* Strong presentation and customer engagement skills at all levels of an organization
* Excellent interpersonal skills with individuals at all levels of an organization
* Knowledge of Industrial Supply; Electrical, Instrumentation/Control Systems
* A history of achieving short and long term goals combined with overall team/company objectives
* A strong work ethic and the desire to be part of a dynamic sales team in a rapidly-growing technology industry
* Working in a fast-paced, team-oriented environment
* Record of success working from a remote location (working from home)