

**** Job Title:** Technical Sales – Territory Manager**

****Company:** Tricor Metals**

****Location:** Gulf Coast – TX / LA / AR / MS**

**** Job Type:** Full-Time**

****About Us:**

Tricor Metals is a leading provider of high-quality high alloy chemical process equipment, serving a wide range of industries including chemical manufacturing, petrochemical, pharmaceuticals, mining, steel and other industries. With a strong commitment to innovation and customer satisfaction, we have consistently delivered cutting-edge solutions to our clients. We are currently seeking a dynamic and results-driven Business Development Market Manager to join our team and drive our business growth.

Job Overview:

As a Business Development Territory Manager, you will play a critical role in expanding our market presence and driving revenue growth. You will be responsible for identifying and cultivating new business opportunities, managing key accounts, and promoting our high alloy chemical process equipment to prospective clients. This position requires a strong focus on relationship building, strategic planning, and a deep understanding of the chemical process industry.

Key Responsibilities:

1. Business Development:

- Identify and research potential clients and markets to expand our customer base.
- Develop and execute effective business development strategies to achieve sales targets and revenue growth.
- Generate leads, conduct market analysis, and stay updated on industry trends.
- Build and maintain a robust sales pipeline.

2. Account Management:

- Cultivate and strengthen relationships with existing clients to ensure customer satisfaction and repeat business.
- Collaborate with technical teams to provide customized solutions that meet client needs.
- Handle customer inquiries, resolve issues, and act as the primary point of contact for key accounts.
- Develop account plans and strategies for long-term growth.

3. Sales and Sale Presentation Generation:

- Negotiate contracts, pricing, and terms with clients to maximize profitability.
- Prepare and deliver compelling sales presentations to potential clients.
- Maintain accurate sales records and reports using CRM software.

4. Market Intelligence:

- Stay informed about industry trends, competitor activities, and emerging technologies.
- Analyze market data and customer feedback to identify opportunities for product improvement and innovation.

Qualifications:

- Five years or more of related experience and / or training – or equivalent combination of education and experience in technical sales and marketing. Technical degree preferred. Mechanical, Metallurgical, or Corrosion Engineering a plus.
- Knowledge of corrosion resistant alloys, understanding of Chemical Process, Refinery or Offshore Industry and ability to interact with technical, management and plant personnel desired.
- Proven track record in business development and sales of high alloy chemical process equipment or related industrial products.
- Strong understanding of chemical processes, materials, and chemical process equipment.
- Excellent communication and negotiation skills.
- Must be willing to travel up to 50% of the time. Travel will be mostly in USA but some foreign travel may be required.
- May work out of company facility (Conroe, TX) or at off-site office. Location of office should be in the territory being covered.
- Proficiency in CRM software, Microsoft Office Suite.
- Self-motivated, goal-oriented, and able to work independently.

Benefits:

- Competitive salary with performance-based bonuses.
- Comprehensive health and dental benefits.
- Retirement savings plan.
- Opportunities for professional development and career advancement.
- A collaborative and innovative work environment.

If you are a results-driven individual with a passion for business development and account management in the chemical process equipment industry, we invite you to apply for this exciting opportunity at Tricor Metals. Join us in delivering high-quality solutions to our clients and driving our company's growth.

How to Apply:

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience and qualifications to lhaubner@tricormetals.com. Please include "Gulf Coast Business Development Territory Manager Application" in the subject line.

Tricor Metals is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.