

Job Description

Title : *Business Development Executive-Downstream*, Mexico, Central America and Caribbean

Work Location: Addison, TX Position Status: Full-time Part-time

Division & Department: Sales and Business Development _____

Position Reports to: Senior Vice President Sales and Business Development _____

JOB SUMMARY

The Business Development Executive, Central America and Caribbean relies on knowledge of and strong experience in senior sales positions to develop and oversee sales in the region to Governments and Corporates. This job requires a strong solution sales background, preferably to Governments and oil and gas or energy experience and the ability to work independently with little supervision is required.

The Business Development Executive serves as the Authentix lead sales person in Central America and the Caribbean and serves in a key role that is critical to the company's success. In this capacity, the Business Development Executive is responsible for building sales opportunities and managing existing base business. This individual must work closely and effectively with the O&G functional teams and divisional technical support teams to assure Authentix is well positioned to achieve sales success measured against the regional objectives agreed with the SVP. The Business Development Executive is also responsible for nurturing and maintaining the relationship with Authentix customers, intermediaries and local business partners in the region to help the company meet its revenue commitments

SUMMARY OF ESSENTIAL JOB FUNCTIONS

The essential functions listed below are representative of the functions that must be performed in order to satisfactorily fulfill the purpose of this job. Additional functions and duties may be assumed or assigned from time to time.

- Lead sales in Central America and Caribbean region for Oil & Gas.
- Meet defined revenue targets for the region agreed with SVP.
- Working with SVP agree an annual sales plan and objectives.
- Develop and execute a regional sales strategy.
- Responsible for all Customer Relationship activities in the region.
- Establish and maintain relationships with senior level customers including Governments and prospects.
- Evaluate and qualify new deals.

Job Description

- Prospect for new clients by networking, cold calling and other means of generating interest from potential clients.
- Cold call as appropriate within market to ensure a robust pipeline of opportunities
- Set up meeting between client decision makers and organization Leaders.
- Lead the Authentix bid response process for deals in the region.
- Manage network of agents and partners in the region.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion
- Provide regular sales, customer and market intelligence updates in the form of written monthly reports on SFDC and via Holden Sales Tool.
- Manage your region for compliance to corporate principles, values and policies.

KNOWLEDGE, SKILLS AND ABILITIES

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skills and/or abilities required to satisfactorily perform the essential functions of this job.

- Sales leadership and management
- Solution sales abilities
- Customer relationship management
- Teaming and collaboration
- Effective and timely communications

SPECIAL REQUIREMENTS

- Preferably fluent in both English and Spanish and Portuguese as a second language
- Approximately 60% international travel required

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COMPANY VALUES

All Authentix employees are expected to embrace our Company values in the performance of their respective tasks and duties.

Always with *integrity*.....Authentixians value:

- Teaming and collaboration
- Advancing science and technology - for a better world
- Dedicating ourselves to our clients' success
- Competing and winning in the marketplace

The ideal candidate needs to have downstream Business Development sales experience within either the oil& gas or energy sector. Strong governmental affairs expertise with contacts are a must.