



JOB TITLE: SALES TEAM GENERAL MANAGER – Commercial Group

Full Time, Exempt

GENERAL STATEMENT OF DUTIES:

As the Sales Team General Manager, you will provide strategic direction, team development, and administrative oversight for Stabilis Solutions' growing small-scale LNG market segment. You will be expected to oversee the performance of our sales team by tracking sales goals, benchmarking against individual sales targets, and facilitating the ongoing training, development and growth of the sales team. You will also liaise with customers and manage the respective relationships and develop and implement the project sales strategies to secure contracts for Stabilis Solutions products and services.

SUPERVISOR: SVP Commercial | **DEPARTMENT:** Commercial Group (Sales & Marketing)

LOCATION: Corporate Office in Houston, TX

PRIMARY DUTIES AND RESPONSIBILITIES:

Stabilis Solutions retains the right to modify or change the duties or essential functions of the job at any time.

- Manage the Core Sales team by providing guidance, overseeing performance and tracking individual's sales goals.
- Provide strategic direction for growth of pre-existing accounts and sectors as well as determine new areas for growth.
- Liaise with Stabilis' Operations and Technical teams to best solicit, win and execute on new business.
- Work with the Company's Director of Commercial Execution and each sales team member to develop the sales capture plan and transactional strategy for each identified opportunity vertically incorporating the customer needs, equipment application, aftermarket and LTP strategy, the Company's strengths, competitor's weaknesses and a robust market level pricing recommendation based on the assessment of competitive position.
- Provide direction to the sales team for developing a firm proposal and related pricing strategy in line with project sales goals.
- Manage the organizational risk through the entire sales development process both in terms of customer contractual obligations as well as providing robust internal sales forecasting. Achieve and maintain superior responsiveness to customers with quality information to strengthen the Company's position.
- Manage and develop leadership skills of the sales team in order to deliver a successful sales campaign.
- Develop strategic thinking through customer interaction, analytical thinking and decision making at various stages of the sales process.

QUALIFICATIONS:

- Bachelor's degree in Marketing, Business Administration, Engineering or related field, with a minimum of six (6) years of experience in the natural gas, power generation or industrial gas industries and at least three (3) years in a sales/business development role.
- Ability to work independently and interact with all levels within customer organization.
- Strong analytical and strategic thinker with a focus on technical differentiation and value selling
- Proficient in communication, both written and spoken, ability to discuss technical and commercial aspects; Strong presentations skills, both written and oral at all levels
- Willingness to travel as required
- Applicants must be legally authorized for employment in the United States without need for current or future employer-sponsored work authorization.
- Proficiency with Microsoft Office suite specifically Excel, Word, PowerPoint and Microsoft Dynamics 365 CRM platform.
- Demonstrated ability able to work cooperatively and positively on cross-functional teams, supporting team and company goals
- Ability to be a self-starter and effectively use time management skills.

WORKING ENVIRONMENT:

- Stabilis Solutions is a fast paced work environment where sales individuals are empowered to best develop, manage and grow their responsible market verticals.
- Office equipment will be used including copy machines, telephones, keyboards and computers. Skills and activities require fine motor dexterity, good vision, good hearing and clear speaking.
- Non-smoking and drug free workplace.

DRUG-FREE WORKPLACE STATEMENT:

Stabilis Solutions, Inc. is a drug-free workplace that provides employment opportunities in compliance with all pertinent federal, state and local laws. Our values promote employee participation in the delivery of quality services to our clients and customers. Employees are subject to pre-employment and random drug screens. Medical evaluations may also be required.

EQUITY IN THE WORKPLACE:

Stabilis Solutions, Inc. celebrates diversity in the workforce. We welcome applicants of all ages, ethnicities, genders, sexual orientations, and religions.

WORK SCHEDULE:

The Sales Manager position is a full-time salaried exempt position with some expected overtime and travel as required by the business.

Created: July 2022