



Vice President of Business Development, Refining and Chemicals

Overview:

The Vice President of Business Development will report to the company's President & Chief Operating Officer and will contribute to growing the Company's new business while managing existing and new customer relationships. The Vice President of Business Development is responsible for the overall performance and results of all strategic and operational business development goals with a specific focus on growing the Refining and Chemical business.

Essential Duties & Responsibilities:

- Identifies specific targets and develops action plans and schedules for converting the targets into customers.
- Maintains extensive knowledge of current market conditions and competitors within each market segment.
- Assists in identifying and developing the company's unique selling propositions and differentiators.
- Proactively employs a disciplined approach to making new customer contacts and following-up with appropriate calls, meetings, business meals, and other commercial activities to ensure satisfaction with services and potential opportunities for new business.
- Works to develop proposals that speak to the client's needs, concerns and objectives.
- Anticipates new opportunities with both new and existing customers.
- Works with marketing and sales team staff in developing proposals and marketing documents for utilization in client-facing presentations, conferences, etc.
- Establishes communication with potential new customers and build on those communications to establish new relationships; establishes rapport and maintains contact
- Works with other KPE staff to ensure timely scheduling and delivery of services, and timely completion of jobs to meet customer requirements and exceed customer expectations.
- Regularly communicates with the senior leadership in sales and operations for updates on pricing, technology, new business revelations and customer / competitor activity.
- This position description reflects management's assignment of essential functions, and nothing in this herein restricts management's right to assign or reassign duties and responsibilities to this position at any time.

Qualifications & Experience:

- Extensive experience in sales and business development with a track record of solid profitable business.
- At least 10 years of experience in the energy industry with at least five (5) years of dedicated Chemicals EPC sales experience.
- Demonstrated understanding of the EPC business, especially as it relates to the refining, petrochemical and/or midstream sectors and an extensive business network
- Demonstrated business development and sales experience specifically within the refining and chemicals sectors; experience within the syngas and/or midstream markets is desirable.
- Bachelor's degree in Chemical or Mechanical Engineering is a plus.