



**JOB TITLE:** Industrial Sales Manager

**DEPARTMENT:** Sales

**REPORTS TO:** Director of Sales

The IGS Group has sales and manufacturing operations in the US (GENERON IGS, and China (SMC-IGS) and Sales-only offices in Germany, Russia, The Netherlands, and Korea. The IGS Group specializes in technologies that separate atmospheric gases from compressed air systems. Primary products are Nitrogen Generators utilizing PSA and Membrane technologies and Oxygen Generators utilizing the PSA Process and complementary product line of Compressor products.

## **Background**

Innovative Gas Systems is a diversified manufacturer of gas separating equipment (Nitrogen, Oxygen, CO<sub>2</sub>, CH<sub>4</sub> etc.); Gas Compression Equipment, and Pressure Vessels. IGS has three manufacturing facilities; two in the US, and one in China.

The GENERON Group has 5 companies, each focused on a specific market segment. The Company has an extremely rich portfolio of products, both existing and embryonic.

## **GENERON IGS**

GENERON IGS is the largest of the IGS companies and has been used to disseminate technology and membrane products to the other GENERON companies. The company was formed in the mid 80's by DOW Chemical. DOW invented a unique product that utilizes hollow fibers the size of a human hair. These fibers are bundled together in a proprietary process that allows compressed air to flow down the center of the fiber. Oxygen and Water Vapor are vented out the side of the fiber and high purity Nitrogen comes out the end of the fiber. This technology has developed significantly from its roots and is now used in many gas process gas separation applications.

GENERON has developed its membrane technology to include various process gas separations (example-CO<sub>2</sub> – CH<sub>4</sub>). Additionally, it has developed world-class absorption technology. These technologies operate on a pressure swing principle and are used to separate a wide variety of gases, (O<sub>2</sub>, N<sub>2</sub>, CO<sub>2</sub>, CH<sub>4</sub>, etc.).

Complementing the separating technologies is both Pressure Vessel manufacturing and Compression technologies. The GENERON Group has an internal company HVM that is a certified ASME and PED pressure vessel shop

The company has two manufacturing sites in the US, one in Houston Texas, and the other in Pittsburg, California. The Houston facility assembles complex systems to produce the Nitrogen Gas utilizing the Membrane Modules produced in the Pittsburg, California manufacturing plant. The company has grown its product line into Compression Products as they were synergistic with the needs of the Nitrogen, Oxygen, and Process Gas end user customers. The compression products have grown from Primary and Post-Compression to now entering the Natural Compression business.

### **Key Responsibilities**

- Responsible for sales of wide range of solutions for the oil and gas industry including Air/Instrument Air and Nitrogen compression packages, Nitrogen/Oxygen gas generation devices, aftermarket spare parts and a wide range of other products
- This position includes Account Management and Business Development responsibility
- Communicates with Clients (end users and distributors) face to face and virtually to ensure their needs are understood and addressed
- Builds strong client relationships to maintain and expand existing business while actively searching for new opportunities
- Acts as the client representative managing all aspects of the sale, from proposals, purchase orders, sales orders, and communication throughout the execution process
- Collects and analyzes data concerning market indicators, including trends, acquisitions, and uses this information to gain market position and increase sales
- Efficiently communicates with internal stakeholders to ensure project and product execution meets customer's requirement and schedule

### **Skills and Qualifications**

- 10+ years in Oil and Gas or Industrial Gas industries and air compression equipment, with demonstrated success in managing and growing sales
- Air Separation background is a plus
- Self-starter, with keen problem-solving skills to address customer's needs and requests
- Impeccable verbal and written communications skills, with a strong technical background. Key in capturing and sharing ideas with clients
- Excellent presentation skills both at the client's locations and at tradeshow where equipment is showcased
- Time management and multitasking ability to match a fast-paced environment
- Negotiation skills for large capital projects
- Strong organizational skills and attention to detail
- Ability to read and understand technical drawings and specifications
- Proficient with MS Office and relevant CRM software

## Education

- Bachelor's degree in Engineering, Business, or equivalent experience with more than 10 years in a commercial role

## Benefits

- Competitive Benefits Package includes: Medical, Dental, Vision, Short Term Disability, Matching 401k and Paid Vacation

Job Type: Full-time

Pay: \$85,000.00 - \$95,000.00 per year

Benefits:

- 401(k) matching
- Dental insurance
- Disability insurance
- Employee assistance program
- Health insurance
- Health savings account
- Paid time off
- Vision insurance

Experience level:

- 10 years

Schedule:

- Monday to Friday

Supplemental pay types:

- Commission pay

Travel requirement:

- Up to 25% travel

Work Location: In person