**Business Development – Oilfield Frac Chemicals**

This position be responsible for identifying new business opportunities, developing customer relationships, and achieving budgeted sales and profit objectives in alignment with company objectives.

**Responsibilities**

* Pursue new opportunities for sales growth to build profitable market share
* Provide marketplace feedback and sales forecasts for the overall business plan
* Assess customer requirements and coordinate with the technical team to conduct technical sales presentations
* Assist with the development of Request for Proposals and bid packages
* Provide product suggestions and ideas to technology department based on customer input
* Participate in industry events and meetings to support the business objectives
* Work collaboratively with sales and technical team on new business opportunities

**Requirements**

* Bachelor’s degree required: preferred chemical industry majors such as chemical engineering or sciences.
* 5+ years’ experience in oilfield frac chemicals
* Ability to travel as needed
* Strong communication and interpersonal skills
* Experience with CRM platforms
* Proven business development track record with established relationships in the industry
* Understanding of financial business drivers and their impact on business and market behavior