



COMPANY: Cypress In-Line Inspection ("Cypress")	JOB TITLE: Business Development Manager	Position Type: Exempt
OTHER: Position reports to Vice-President and General Manager and may be based in Houston, TX, or Salt Lake City, UT, or work remotely. Compensation includes salary, plus incentives.		

GENERAL SUMMARY

Cypress is a young technology company serving the municipal water and energy industries. Cypress has been building upon the original company's founder and Stanford University PhD's and professor's technology. We develop ultra-high resolution in-line inspection ("ILI") tools (also known as "smart pigs" or "pipeline inspection gauges") that are designed to provide high resolution images of pipelines to assist the owners in managing their pipeline integrity to protect property, people, and the environment. These ILI tools are complex and utilized to inspect both municipal water pipelines that transport precious drinking water, and energy pipelines that transport various hydrocarbon products including gasoline, diesel, jet fuel, crude oil, natural gas, natural gas liquids, and other products routinely transferred via underground pipelines. ILI of a pipeline is similar to MRI's in health care. Our technology utilizes Magnetic Flux Leakage ("MFL") technology. We work for some of the most prestigious municipal water authorities and energy pipeline companies in the world including City of San Francisco, Jordan Valley, North Jersey Water Supply Commission, Washington County Water, Travis Air Force Base, MacDill Air Force Base, City of Denver, Chevron, Dominion, DCP Midstream, Plains All American Pipeline, Phillips 66, Targa Midstream, etc. This position will market and sell our ILI services.

PRINCIPAL DUTIES & RESPONSIBILITIES (other duties may be assigned)

Specific duties will depend on priorities, but may include:

1. Develop a targeted methodical strategy to expand the existing customer base into the 2,500+ energy companies in the US and Canada and over 5,000 municipal water agencies that require ILI services.
2. Work closely and collaboratively with the various subject matter experts ("SME's") to win business.
3. Monitor competitors and their BD efforts to keep leadership informed about market developments.
4. Utilize our CRM system to track BD activities.
5. Focus on cold calling prospects and educating customers on our ILI services.
6. Assist in closing new business by coordinating requirements with business units, legal, insurance, safety, contracts, etc.
7. Develop marketing strategy and budget for industry events, conferences, client events, email campaigns, website presence, etc.
8. Participate in weekly, monthly, and quarterly BD meetings.
9. Submit progress reports weekly, monthly, and quarterly and ensure data is accurate; and forecast sales targets.
10. Support Cypress mission, vision, value statements, standards, policies and procedures, and code of conduct.

KNOWLEDGE, SKILLS & ABILITIES

- Bachelor's degree in business, sales, marketing, or engineering.
- Minimum of 5 years of experience in BD, sales/marketing, including demonstrated leadership. assignments with increasing responsibility.
- Excellent organizational skills and ability to manage multiple tasks by prioritization and execution.
- Strong proficiency with computers, including but not limited to Microsoft Word, Excel, PowerPoint, & CRM.
- Excellent, proven interpersonal, listening, verbal and written communication skills.
- Knowledge of and familiarity with the energy and municipal water industry is a plus.
- Ability to learn quickly and independently learn.
- Creativity and problem solving.
- Teamwork.

WORKING CONDITIONS

Travel when required and office environment with computer use

PHYSICAL DEMANDS

Duties involve sitting, standing, driving, walking, and bending. Work may require extended hours to meet goals.

WORKING RELATIONSHIPS/CONTACTS

Internal - Frequent contact with other employees, departments, managers, and executives
External - Regular contact with clients

EQUAL OPPORTUNITY EMPLOYER

Cypress is an equal opportunity employer committed to diversity and inclusion. All qualified applicants will receive consideration for employment without regard to race, color, sex, pregnancy, sexual orientation, age, religion, creed, national origin, gender identity, disability, military/veteran status, genetic information or any other categories protected by applicable law.