

Business Development Representative – Salt Lake City, UT

Cypress In-Line Inspection, LLC (“Cypress”) is a young technology company providing in-line pipeline inspection services to the municipal water and energy industries. We have a very talented team of industry veterans including mechanical, electrical, software, signal processing engineers that work closely with our field technicians. Our ultra-high resolution fifth generation (“5G”) **EcoVision™** ILI tools offer best in class Magnetic Flux Leakage (“MFL”) technology. We work for some of the most prestigious municipal water authorities and energy pipeline companies in the world including but not limited to the City of Denver Water, City of San Francisco Public Utilities Commission, Jordan Valley Water Conservancy District, North Jersey District Water Supply Commission, Washington County Water Conservancy District; and energy companies like Bridger, Chevron, Energy Transfer, Epic, Dominion/Enbridge, DCP Midstream, Marathon, Phillips 66, Taproot Midstream, Targa Midstream, Lower Valley Energy, United States Air Force, Williams Companies, etc. We also have next generation proprietary **EcoView™** data analysis software that allows us to provide our customers with high quality reporting. Our fleet of energy tools range from 6” to 24” currently, and we continue to expand our fleet. We also have water tools that can inspect up to 120” diameter municipal water pipelines.

Overview

We are seeking an experienced adaptable business development/sales professional to join our growing team. The ideal candidate will have strong interpersonal, communication, and listening skills with an analytical mindset, attention to detail, willingness to learn, maturity, professionalism, and a passion for selling.

Required Skills, Experience, & Key Responsibilities

- Work closely with the CEO, leadership, and other business development representatives on prospecting and sales.
- Develop a targeted methodical strategy to expand the existing customer base into the 2,500+ energy companies in the US and Canada and over 8,000 municipal water agencies that require ILI services.
- Work closely and collaboratively with the various subject matter experts (“SME’s”) to win business.
- Monitor competitors and their business development efforts to keep leadership informed about market developments.
- Utilize spreadsheets and CRM system to track BD activities.
- Assist in closing new business by coordinating requirements with different departments.
- Participate in and support industry events, conferences, client events, email campaigns, website presence, etc.
- Submit progress reports weekly, monthly, and quarterly and ensure data is accurate; and update forecast sales targets.
- Bachelor’s degree in business, sales, marketing, or engineering strongly preferred.
- 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, and CRM systems.
- 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 and to ask questions of company SMEs as needed.
- Creativity and problem solving. Methodically, breaks down issues, seeking solutions and further data if necessary
- Teamwork.
- Strong understanding of In-Line Inspection technologies is strongly preferred.
- USA Citizen or have permanent resident card in the USA.
- Actively support the Cypress’ commitment to its core values including safety, operational excellence, mission, vision, value statements, standards, policies and procedures, and code of conduct.



- Support a culture of continuous improvement and learning within the team with a positive “can do” attitude.
- Customer Centric: Deliver exceptional customer service experience to both internal and external customers

Summary

This position offers a unique opportunity for a business development professional to expand their expertise in the field of pipeline in-line inspection while leveraging their skills. The ideal candidate will be eager to learn new technology, and apply their experience to drive team performance and win new business.

If you are passionate about sales and business development, we encourage you to apply for this opportunity.

- Competitive wages – Salary and commissions
- Attractive Employer paid Benefits: 100% medical insurance for employee, short term and long term disability insurance, PTO, and life insurance.
- 401(k) plan and matching,
- Optional Insurance available including: AD&D insurance, Dental insurance, Flexible spending account, Health insurance for dependents, Health Savings Account, Vision insurance, Hospitalization insurance, and accident insurance.
- Work Location: Salt Lake City, UT

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.

