

## Business Development Manager

Houston, TX

WE ARE  
HIRING

Gexcon is a leading engineering and consulting firm headquartered in Bergen, Norway with US offices in metropolitan Washington, DC and Houston, Texas. Gexcon US provides Risk and Safety Studies, as well as Accident Investigation, Failure Analysis and Prevention, R&D and Experimental Testing. Gexcon also has a software portfolio including FLACS, FRED, Shepherd, PIPA, EFFECTS, and RISKCURVES.

**Gexcon US requires assistance developing our consulting and software sales activities as well as marketing opportunities to expand our business.** This is a critical role that will directly impact the growth of the organization. The successful candidate will join the Houston, Texas office of Gexcon US.

### **Duties and Responsibilities**

- Develop a sales and marketing plan.
- Networking and maintaining good rapport with new and existing clients.
- Work closely with Gexcon sales and consulting teams to establish technical credibility through face to face interactions with customers and prospective customers.
- Performing market research (including identifying conferences, trade shows, and other speaking opportunities) to identify new markets and build a sales pipeline.
- Work closely with Gexcon's technical and development teams to understand expertise, case studies, packages of work, technology capabilities, technical papers and develop an organized resource pool for use in all pre-sales engagements.

- Gain sufficient proficiency to (without an accompanying technical resource/consultant):
  - perform a basic software demonstration (for software sales);
  - engage in initial discussions with clients (for selling services);
  - and most importantly, to be able to identify whether the appropriate product mix for a particular client includes software, services, or both.
- Create and/or improve standard technical presentations in support of customer meetings and representation at trade and marketing events.
- Representing Gexcon at key events - will involve face to face interaction with prospective customers and public speaking.
- Handle marketing activities including posts to appropriate social media (e.g. LinkedIn) and the Gexcon US website

## The Candidates

### Qualifications

- B.S. in a technical discipline preferred. Relevant experience may be considered in lieu of education requirement.
- Experience in Process Safety preferred.
- Experience in simulation software, preferably CFD preferred.
- Comfortable interacting at all levels - Executive level, department leads, engineering.
- Ability to problem solve under pressure and in front of customers.
- Ability to manage multiple ongoing tasks and prioritize effectively.
- Exceptional communication - written and verbal.
- Proficiency in Spanish and Portuguese preferred.

### Personal Qualities

- Be energetic, highly motivated and results oriented.
- Have an entrepreneurial mind-set and able to work independently.
- Be market oriented, passionate, self-disciplined and driven to success.

### Other Notes for the Candidates

- Be able to travel within the US and the Americas, with potential trips to Norway for training or global sales meetings.
- Candidates must be legally authorized to work in the United States and have a valid passport. A background check and drug test may be required as a term of employment.

## Benefits Offered

- Challenging opportunities in an international company
- Competitive salary and remuneration package based on established KPIs
- Full-time position at Gexcon
- Health/ Dental
- Life and Disability Insurances
- Paid Vacation and Sick Leave
- Holiday Pay
- 401k Savings

## Office Location

11757 Katy Freeway, Suite 1300, Houston, TX.

## Desired Starting Time

Immediately.

## How to Apply

Please send your CV and cover letter to [David.Ellis@gexcon.com](mailto:David.Ellis@gexcon.com).

### About Gexcon

Gexcon is a world-leading company in the field of safety and risk management and advanced dispersion, explosion and fire modelling. Our experience arises from detailed knowledge of explosion phenomena built up throughout years of conducting extensive research projects, carrying out safety assessments, performing accident investigations, and performing physical testing at the company's facilities.

## Gexcon US

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### Houston Office

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