

Software Sales 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 currently requires assistance developing their global sales team through the recruitment of a software sales manager for its complete software portfolio which includes licensing the FLACS CFD software, FRED, Shepherd, PIPA, EFFECTS, RISKCURVES, and associated training courses. The successful candidate will join Gexcon US in its Houston office to strengthen the US presence and help to develop the wider US market.

Duties and Responsibilities

- To build a sales pipeline by identifying, qualifying and researching perspective customers in a range of industries (Oil & Gas, Manufacturing, Chemical, Petrochemical etc.).
- Sell Gexcon Software according to agreed sales budgets and follow sales plans.
- Responsible for supporting with market analysis, strategy development and sales plans to ensure all targets are achieved.
- Independently conduct software presentations and demonstrations as well as coordinate training and marketing activities related to the whole portfolio of Gexcon Software.
- Work with the stakeholders within Gexcon Global software team to help contribute to the success of the regional office's goals and objectives.

- Respond to client's requests for quotation in a timely and professional manner.
- Networking and maintaining contact and establish a good rapport with both new and existing clients.

The Candidates

Qualifications

- A track record of 3-5 years of sales experiences preferably within the engineering software industry.
- 3-5 years of experience in industrial markets with good understanding of technical and business needs.
- Can demonstrate the ability to build relationships with prospective customers using various prospecting techniques.
- An interest to learn and establish a good understanding of the industry sectors we are serving and the ability to pursue new opportunities.
- Educated to degree level in a Science, Technology, Engineering and Mathematics (STEM) discipline is required.

Personal Qualities

- Energetic, highly motivated and results orientated
- An entrepreneurial mind-set and able to work independently
- Market oriented, passionate, self-disciplined and driven to succeed.
- Have the flexibility to work internationally.

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.

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.

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