



BUSINESS DEVELOPMENT REPRESENTATIVE (USA)

# CAREER OPPORTUNITY

## Come Join Us!

Over the last 40 years, Gastops has built a robust business which is recognized worldwide for its innovative contributions to equipment health management in the aviation, energy, marine, industrial and transportation industries. Gastops' products and services add value throughout the life cycle of complex critical equipment from the design stage through to in-service operations and support. We design, manufacture and support advanced equipment sensing and analysis products, including on-line oil debris sensors, torque measurement sensors, turbine blade health sensors, and at-line oil analysis systems.

Based in the United States of America, the Business Development Representative, Energy & Industrial (USA) will report to Sr. Director Business Development & Partnership Strategy and will have a wide range of duties which ultimately focus around the growth of our business.

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### What You'll Do:

The Business Development Representative (USA) will be part of the Energy & Industrial team with the primary focus of building strong customer relationships to better understand customer needs while promoting/selling our products, services and solutions. You will:

- Maintain in-depth knowledge of industry and customer needs relevant to current and future Gastops products, services and solutions
- Maintain a strong technical understanding of our products, services and solutions for strong and effective communication to current/potential customers
- Identify, define, develop and maintain a pipeline of active sales opportunities
- Develop strong industry networks and relationships
- Provide timely and accurate forecasting information
- Manages risks and opportunities to build a strong order plan
- Be a trusted source that provides valuable insights to the customer
- Build relationships which support identifying customer needs not currently being addressed
- Attend industry events, tradeshow and conferences
- Support the development, refinement, and execution of product marketing, sales strategies and tactics
- Spend up to 40% of your time travelling within North America meeting new and existing customers

***Please note that this job description is not meant to be an all-inclusive statement of every duty and responsibility that will ever be required of an employee in the job.***

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### Who You Are:

- Have a strong interest in the field of rotating machinery design, preferably applied in the wind energy sector
- Interest in the business and technical aspects of both industry and organization
- Have a high level of intelligence, initiative and energy
- Thrive when working as part of a team
- Preferably hold an engineering degree (a technical degree may also be considered)
- Friendly, calm personality exhibits care and concern for customers
- Works well under pressure, strong ability to multi-task

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### What You Should Bring:

The ideal candidate will be a permanent US resident holding a degree (business or engineering preferred) with at least 2 years of demonstrated success preferably in a wind energy related technical business development roll. Business development experience with condition monitoring systems is highly desirable. Additionally, you should have:

- High motivation with results-oriented focus
- Strong organizational and multi-tasking skills
- Strong interpersonal and critical thinking skills
- An ability to create and convert leads into opportunities
- A demonstrated passion to win
- Excellent oral and written English communication skills (Fluency in other languages is an asset)

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### What We Offer You:

Gastops has built a passionate workforce with a strong and vibrant culture which has been the key to our success. We offer programs and rewards that one would expect from a highly successful, established and growing technology company:

- Competitive salary, benefits and sales bonus program
- A fantastic culture, team and energy to work with
- Full time Remote role working from the comfort of your home

**If this position matches your qualifications and goals, please submit your resume in confidence:**

Email: [jobs@gastops.com](mailto:jobs@gastops.com)

Mail: 1011 Polytek Street, Ottawa, Ontario, Canada - K1J 9J3

*Gastops is an equal opportunity employer that is committed to acquiring a skilled and diverse workforce. We encourage applications from candidates of all backgrounds, origins, ages, orientations, genders, creeds and religions. Gastops accommodates people with disabilities throughout the recruitment and selection process. Gastops is an excellent place to work and we look forward to meeting you! If contacted regarding this competition, please advise the interview coordinator of any accommodation measures you may require.*

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#### Head Office

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