



PETROTECH INC.

Job Description – Sales Engineer

Position Title: Sales Engineer

Department: SALES

Reports To: VICE PRESIDENT, SALES

Location: New Orleans, LA/ Houston TX

FLSA Status: Exempt

Date: January 2026

Position Summary

We are seeking a detail-oriented and technically skilled Sales Engineer to join Petrotech Inc.'s sales organization. In this role, you will develop new accounts by providing solution-based consultation services to customers in the oil & gas, power generation, and other process industries. The Sales Engineer will work directly with end-users and their engineers to understand customer needs and deliver industrial automation and instrumentation control solutions. The ideal candidate will have a four-year degree and at least three years of sales experience within the industrial markets, with a focus on industrial automation and instrumentation systems. Your technical expertise, industry knowledge, and customer-focused approach will be key to supporting Petrotech's growth and maintaining our reputation for excellence.

Key Responsibilities

- Prospect to identify and establish new business opportunities to support the company's growth and profitability.
- Leverage existing customer contacts to expand business opportunities.
- Develop alliances and partnerships within the industry to create additional market avenues.
- Promote the company's products and services professionally at trade shows and industry conferences.
- Create and maintain sales leads promptly within the company CRM system.
- Collaborate with proposal engineering to define and present winning solutions that meet customer needs.

- Maintain a thorough understanding of industry trends, competitors, and customer requirements to inform strategic planning.
 - Provide technical consultation and support to customers, ensuring solutions are tailored to their operational needs.
 - Work closely with internal teams to develop and deliver compelling proposals and presentations.
 - Ensure all sales activities are compliant with company policies and industry standards.
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Education & Experience

- Bachelor's degree in engineering, technical field, or business discipline; advanced education or certifications are a plus.
 - Minimum of 3 years of sales experience within the oil & gas, power generation, or process industries, focusing on automation and instrumentation systems.
 - Proven track record of achieving and exceeding sales targets with a demonstrable sales achievement record.
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Technical Skills

- Strong understanding of control systems, industrial automation, and instrumentation technology.
 - Ability to communicate complex technical solutions clearly to diverse audiences, including clients and internal teams.
 - Excellent negotiation, closing, and relationship management skills.
 - Proficiency with CRM systems and sales reporting tools.
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Soft Skills

- Exceptional communication, interpersonal, and presentation skills.
 - Customer-focused mindset with the ability to develop lasting relationships.
 - Strategic thinker with problem-solving abilities.
 - Self-motivated, organized, and capable of managing multiple priorities.
 - Adaptability to changing market and customer needs.
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Preferred Qualifications

- Industry certifications or professional affiliations relevant to industrial automation or instrumentation.

- Experience with automation systems for turbines, compressors, or other rotating machinery.
 - Familiarity with energy industry standards and best practices.
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Supervisory Responsibilities

- This position does not have direct supervisory responsibilities but requires close collaboration with internal teams and external clients.
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Physical Requirements

- Ability to travel domestically and internationally as needed (up to 50%).
 - Valid driver's license and willingness to visit customer sites and industry events.
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Working Conditions

- Primarily office-based with frequent visits to client sites, trade shows, and industry events.
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Compensation and Benefits

- Salary: Commensurate with experience.
 - Performance-based bonuses and incentives.
 - Comprehensive benefits package including:
 - 401(k) matching
 - Medical, dental, and vision insurance
 - Life insurance and disability coverage
 - Paid time off and holidays
 - Professional development and tuition reimbursement opportunities
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Schedule

- Full-time, Monday–Friday, with flexibility as needed for travel and client engagements.
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Work Location

- New Orleans, LA/ Houston, TX, with options for hybrid or remote work based on company policies and candidate preference.
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About Petrotech Inc.

Petrotech Inc. is a leading provider of energy control and automation solutions, specializing in advanced systems for turbines, compressors, and industrial process applications. We are committed to engineering excellence, customer success, and delivering reliable, high-performance solutions globally.

Equal Employment Opportunity Statement

Petrotech Inc. is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We do not discriminate based on race, color, religion, sex, national origin, age, disability, veteran status, gender identity, sexual orientation, or any other protected characteristic under applicable law.