



## **PETROTECH INC.**

### **Job Description – Director of Sales**

**Position Title:** Director of Sales

**Department:** Sales

**Reports To:** Executive Vice President

**Location:** New Orleans, LA / Houston, TX

**FLSA Status:** Exempt

**Date:** January 2026

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#### **Position Summary**

We are seeking a highly accomplished and strategic Director of Sales to lead Petrotech Inc.'s sales organization. In this executive role, you will be responsible for driving revenue growth, expanding our customer base, and strengthening our market position within power generation, oil & gas, and other process industries. You will develop and execute sales strategies, foster industry partnerships, and lead a team of sales professionals to meet and exceed business objectives. Your technical sales expertise, industry knowledge, and leadership skills will be critical to delivering tailored control system solutions to end-users and maintaining Petrotech's reputation for excellence.

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#### **Key Responsibilities**

- Develop and implement comprehensive sales strategies to achieve revenue and profit targets across multiple industrial markets.
- Identify, prospect, and secure new business opportunities to accelerate growth and expand market share.
- Cultivate and leverage existing customer relationships to maximize sales potential and customer retention.
- Build and maintain strategic alliances and industry partnerships to create additional market opportunities.

- Lead and mentor the sales team, providing coaching, training, and performance management to ensure high achievement levels.
  - Represent Petrotech at industry trade shows, conferences, and client meetings, promoting our solutions professionally.
  - Oversee the sales pipeline, forecast accuracy, and reporting to ensure alignment with corporate goals.
  - Maintain current industry knowledge, including emerging trends, competitors, and customer requirements to inform strategic decisions.
  - Ensure compliance with company policies, industry standards, and best practices in all sales activities.
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### **Education & Experience**

- Bachelor's degree in a technical field or business discipline.
  - Minimum of 5 years of sales experience within the energy sector or industrial automation industry; familiarity with rotating machinery is a significant advantage.
  - Proven track record of achieving and exceeding sales targets.
  - At least 3 years of leadership experience managing sales teams or business units.
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### **Technical Skills**

- Strong understanding of control and instrumentation systems, rotating machinery (turbines, compressors, generators, reciprocating engines), and industrial automation.
  - Ability to communicate complex technical solutions to diverse audiences.
  - 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.

- Strategic thinker with the ability to lead, motivate, and develop a high-performing sales team.
  - Strong organizational, planning, and decision-making capabilities.
  - Strong prospecting skills.
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### **Preferred Qualifications**

- Experience with turbine, compressor, or rotating machinery control systems.
  - Knowledge of energy industry standards and best practices.
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### **Supervisory Responsibilities**

- Direct supervision of a sales team.
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### **Physical Requirements**

- Ability to travel domestically and internationally as needed.
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### **Working Conditions**

- Primarily office-based, with frequent travel to client sites, industry events, and regional markets.
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### **Compensation and Benefits**

- Salary: Commensurate with experience.
- Performance-based incentive bonus plan
- 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, standard business hours, 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 industrial control and instrumentation 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.

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### **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.