



## **PETROTECH INC.**

### **Job Description – Technical Sales Representative**

**Position Title:** Technical Sales Representative

**Department:** Sales / Business Development

**Reports To:** Director of Sales

**Location:** Flexible / Field-Based

**FLSA Status:** Exempt

**Date:** March 2026

#### **Position Summary**

We are seeking a motivated and customer-focused Technical Sales Representative to drive growth of Petrotech's turbomachinery control systems, turnkey retrofit solutions, and aftermarket services. This role focuses on power generation, oil & gas, pipelines, petrochemical/refining, and industrial markets. The Technical Sales Representative develops and manages customer relationships, identifies opportunities, prepares proposals, and collaborates with engineering, service, and operations teams to deliver value-driven solutions for gas/steam/hydro turbines, generators, compressors, pumps, and balance-of-plant control systems.

#### **Key Responsibilities**

- Develop and maintain strong relationships with utilities, IPPs, pipelines, refineries, EPCs, and industrial customers.
- Identify, qualify, and pursue opportunities for control system retrofits, upgrades, new installations, and aftermarket parts/service.
- Conduct discovery to understand operational needs (reliability, obsolescence, efficiency, safety) and position appropriate Petrotech solutions.
- Represent Petrotech during site visits, customer meetings, outage/shutdown planning sessions, and industry events.
- Proactively follow up on leads, quotations, and active opportunities to meet or exceed revenue targets.
- Maintain accurate pipeline, activities, and forecasts using CRM tools; ensure data integrity and timely updates.
- Build and maintain product knowledge and market awareness related to turbomachinery controls and industrial automation.
- Support post-sale customer satisfaction and develop repeat and multi-site programs.

## **Education & Experience**

- Bachelor's degree preferred (business, engineering, or related field); equivalent experience considered.
- 2–5 years of technical or industrial sales experience (strong junior candidates with the right attitude will be considered).
- Exposure to power generation or rotating equipment environments preferred.

## **Technical Skills**

- Basic understanding of turbines, generators, compressors, pumps, motors, or related control systems (willingness to learn is essential).
- Ability to read high-level scopes, P&IDs, one-lines, and equipment specifications (plus).
- Proficiency with CRM tools and Microsoft 365 (Excel, PowerPoint, Outlook, Teams).

## **Soft Skills**

- Strong communication skills with technical and non-technical audiences.
- Self-starter with a "go-getter" attitude and disciplined territory management.
- Excellent organization, time management, and follow-up.
- Consultative selling approach with problem-solving mindset and teamwork orientation.
- Professional presence and presentation skills.

## **Preferred Qualifications**

- Experience selling capital equipment, retrofit projects, or aftermarket parts/service with long-cycle sales.
- Background calling on power plants, pipelines, refineries, petrochemical, or large industrial facilities.
- Military technical training, field service, or hands-on industrial experience.

## **Supervisory Responsibilities**

None

## **Physical Requirements**

- Ability to travel to customer sites, including industrial facilities and power plants.
- Ability to walk job sites, climb stairs/ladders, and wear required PPE during visits.
- Ability to sit for extended periods for travel and computer-based work.

## **Working Conditions**

- Field-based role with regular regional travel; occasional overnight travel as required by customer needs and project schedules.

- Periodic extended hours during proposal deadlines, outages, and events.

### **Compensation and Benefits**

- Salary: Commensurate with experience (base + commission/bonus potential).
- Comprehensive benefits package including:
  - 401(k) matching
  - Medical, dental, and vision insurance
  - Life insurance and disability coverage
  - Paid time off and holidays
  - Professional development opportunities

### **Schedule**

Full-time, Monday–Friday, standard business hours, with flexibility for customer schedules, travel, and industry events.

### **Work Location**

Flexible / Field-Based (reporting to regional manager and collaborating with New Orleans/Houston offices as needed)

### **About Petrotech Inc.**

Petrotech Inc. is a leading provider of automation and turbomachinery control solutions supporting power generation and industrial applications. We deliver open-architecture control systems, turnkey retrofit services, and lifecycle support that improve reliability, efficiency, and safety for customers worldwide.

### **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.