

# Selas Fluid Processing Corporation

## Job Specification

<b>Job Title:</b>	Business Development Manager – Gasification Markets
<b>Reports to:</b>	VP of Sales and Marketing
<b>Last Updated:</b>	February 2010

### Position Summary

The Business Development Manager – Gasification Markets will identify opportunities and develop sales strategies for projects in the Americas with a primary focus on gasification projects and the related Linde technologies.

### Key Areas of Responsibility

- Formulate detailed long and short-term business development plans
- Identify new product/service opportunities and coordinate marketing and sales implementation of these opportunities
- Review bid opportunities and recommend appropriate action and priority
- Develop contacts within client organizations in order to understand potential and up-coming business opportunities and to help position the company to supply these opportunities
- Review project proposals for new products/markets and make pricing recommendations
- Assist advertising, promotional and public relation's activities for new markets and products
- Adhere to corporate sales policies and procedures
- Performs other responsibilities associated with this position as may be appropriate

### Required Skills

- Domestic and international experience in related markets
- Strong communication skills both written and verbal
- Proficient computer skills (Microsoft Office, Lotus Notes)

### Education/Experience

- Engineering Degree (MBA or advanced business degree preferred)
- 10 years sales and marketing experience in related product/service areas.

### Travel

- Extensive Domestic and international travel will be required