



## US Sales Manager – East (PA)

### Our Company

Gentherm Global Power Technologies (GPT) is the world's leading manufacturer and distributor of Thermoelectric Generators (TEG's) and a leading supplier of Remote Power Systems. The Company's products are used extensively in the oil and gas industry as well as for telecommunications, security and surveillance and military applications. With sales into 50 countries, GPT has been providing reliable solutions for critical remote power applications around the world since 1975.

### Job Purpose

Reporting to the Director of Sales in Houston, Texas, the GPT US Sales Manager - East position will be responsible for managing and developing business focused in the Eastern US market. GPT products and solutions are focused primarily to the upstream Oil and Gas (on and offshore) and Pipelines (Liquids and Natural Gas). The goal is to expand presence in these markets by utilizing distributors/resellers and direct sales for Custom solutions.

Primary targets will be: Engineering, Procurement and Construction (EPC) firms, system integrators, and major oil and gas companies.

Preference is for the candidate to be based in the geographic area as we will not be offering relocation. Home office capability is desirable as we will not be establishing a local office and hence we are offering a remote work position.

### Qualifications and Skills

- A minimum of 7 years of successful sales experience within the Oil and Gas markets to include experience developing large EPC's, national and multi-national operators.
- Good technical aptitude (electrical / mechanical)
- Experience with power generation systems is a strong asset.
- A demonstrated knowledge of Oil and Gas upstream and downstream processes.
- Experience working with the development of distributor/reseller network.
- Familiarity with estimating, bid proposals, generation, submission, negotiations and project follow through.
- Demonstrated evidence of developing a business from a value added perspective through generation of sales leads, presentations, and follow up.
- Proficient in the use of CRM and have an understanding of associated Sales KPIs
- Ability to generate Key account plans for quarterly review and update CRM accordingly
- Willingness to travel throughout the territory as required.
- Strong written and verbal communication skills, professional presentation.
- Competitive, flexible, and resilient by nature.
- Strong organizational and time management skills.
- Self-motivated, confident.



- Able to work independently from home office while regularly communicating with head offices in Calgary and Houston.

### **What We Offer**

At Gentherm Global Power Technologies we care about the personal job satisfaction of our employees. We recognize the wide variety of factors that contribute to this satisfaction and encourage work life balance. Along with competitive compensation and benefits packages, we offer a respectful work environment, one which provides our employees with valuable learning experiences and career growth opportunities.

This a fulltime position that offers attractive base salary/commission program (uncapped) and health and vacation benefits. All home office and Travel and Entertainment expenses associated to the position are included.