



ADI Analytics
OIL & GAS • ENERGY • CHEMICALS
CELEBRATING 10 YEARS

JOB OPENING

Title: Sales & Business Development Manager
Location: Houston, Texas
Function: Sales & Business Development
Industries: Oil & Gas, Energy, and Chemicals
Type: Full-time

About ADI Analytics

ADI Analytics is a rapidly growing consulting, research, and advisory firm specializing in oil and gas, energy, chemicals, and industrials. Established in 2009, ADI has completed 1000+ projects for 400+ clients including ExxonMobil, Shell, BP, Dow, BASF, GE, Schlumberger, KKR, Microsoft, and U.S. Department of Energy. Our team helps companies, investors, and governments with market research, strategic planning, cost and economic analysis, competitive benchmarking, and technology assessments.

With a strong entrepreneurial culture, ADI is pursuing aggressive growth through several initiatives including the recent acquisition of Chemical Market Resources, the launch of two conferences, and the development of many new offerings. You may learn more about us at www.adi-analytics.com.

Job description

We are seeking a motivated individual with at least five years of relevant experience for the role of Sales & Business Development Manager at ADI Analytics. This role is critical to drive and support growth for our business. The ideal candidate will be an entrepreneurial self-starter who brings a strong work ethic, strong bias for action and initiative, outstanding written and oral communication skills, a great can-do attitude with excellent teamwork, exceptional interpersonal skills, and executive presence.

Responsibilities

Sales Performance:

- Consistently achieve and exceed sales and revenue targets.
- Stay up-to-date on company offerings and services.

Business Development:

- Develop and execute targeted prospecting strategies.
- Follow up on leads and identify potential opportunities.
- Qualify and prioritize deals aligned with company strategy.
- Manage and maintain a robust sales pipeline.
- Track and forecast sales performance.

Sales Execution:

- Develop and deliver compelling sales presentations and proposals.
- Manage inbound sales inquiries and convert leads into opportunities.
- Represent the company at industry events and conferences.
- Support marketing initiatives and collaborate with the marketing team.

Team Leadership:

- Motivate and coach the analyst team.
- Track team performance and report on key metrics.
- Develop and implement effective sales processes and best practices.

Strategic Pricing:

- Structure deals and negotiate pricing to maximize profitability.
- Develop and implement creative pricing strategies.
- Stay informed on market trends and competitive pricing.

Professional Development:

- Continuously develop professional skills through training and networking.
- Share knowledge and expertise with the team.

Qualifications

- Bachelor's degree and 5+ years' experience in or working with the Oil & Gas, Energy, and Chemicals sector.
- 5+ years of successful track record in B2B sales and negotiation
- Excellent verbal and written communication skills
- Ability to develop and deliver presentations
- Experience with CRM software

What we offer

ADI offers a fast-paced entrepreneurial environment with several opportunities for professionals to grow and develop careers. We offer competitive compensation with generous performance- and OTE-based bonuses, health insurance, a 401(k) plan, paid time off, flexible working hours, and a collaborative, professional work environment. Finally, ADI is an equal opportunity employer that welcomes and promotes diversity within its team.

How to Apply

Please send resume with a cover letter to work@adi-analytics.com.