



Position Profile: 2239

Business Development Manager | North America
Louisiana | Texas



Prepared By: **ECIG**

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BUSINESS DEVELOPMENT MANAGER | NORTH AMERICA [2239]

The world's leading specialist engineering contractor for low-density polyethylene (LDPE) and ethylene vinyl acetate (EVA) projects has an immediate need for a **Business Development Manager | North America** to lead, direct, and control all business development activities to meet the organization's short and long-term business objectives in the USA domestic market and be an active team member supporting the global business development objectives as required. This position can be located either in the corporate headquarters in Baton Rouge or remotely anywhere in Louisiana or Texas.

COMPANY INFORMATION: [WEBSITE <https://ecigrouponline.com/engineering-services/>]

Founded in 1977 ECI Group Inc. [ECIG] provides world-class engineering solutions to clients around the world, with have a long history of designing and developing industrial facilities and process plants for the production of fuels, chemicals and polymers. With core technical skills focused around the development and design of a range of processes, we continually embrace new technologies and innovative project methodologies which have contributed to our success in this field. Our full-service offering covers all Engineering discipline including Process, Mechanical (Machinery/Vessels), Piping and Pipe Stressing, Plant Layout, Electrical, Control & Instrumentation, and Civil & Structural. Our engineering services expertise includes:

- Concept Development - feasibility, cost estimates, front end design, basic engineering
- Detailed Design - hazard studies, FEA, DCS/SIS, flare systems, as-built drawings, multidisciplinary integrated design of petrochemical plants to IFC; site operational troubleshooting and consultancy
- Owner's Engineer - Project Management, contractor evaluation, due diligence, technical reviews
- Safety Critical Engineering - SIL/LOPA, relief systems, HAZOP chair, thermal and vibrational stress analysis, design for high pressure / toxic / corrosive service

BENEFITS AND FEATURES

- ✓ Full Benefits Package - health, dental, vision insurance.
- ✓ Company paid short & long-term disability and life insurance
- ✓ Flexible Spending Plans, Education Reimbursement, Dependent Care Spending Plan
- ✓ 401K Retirement Plan
- ✓ Hybrid Work Schedule Options

YOUR ROLE WITH THE COMPANY:

- This position reports directly to the Engineering Division Vice President Chris Brock [<https://www.linkedin.com/in/chris-brock-710562a/>]
- Generate new petrochemical engineering project and staffing placement awards for the company
- Evaluate the findings of market research or analysis projects, assess the viability of alternative opportunities, and present recommendations to the Management Team.
- Identify, evaluate, negotiate and manage strategically important business opportunities, for example sales, projects, consulting engagements, partnerships, alliances, mergers, or acquisitions that will contribute to the organization's short- and long-term business goals.
- Lead meetings and negotiations with potential clients and business partners to pursue business opportunities and protect the organization's business interests.
- Support the production of proposals and estimates to company requirements.

ECI GROUP

FOR MORE INFORMATION CONTACT:

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- Create forecasts and targets for sales and growth within the US market; provide updated information on expected project values, award dates and go-get probabilities.
- Lead, direct, evaluate, and develop a team of managers and professionals to achieve established sales and business development goals. Work with other company divisions and disciplines as needed to support proposals.
- Work with the estimating manager to ensure adequate budgets.
- Establish and develop high-level, significant relationships with potential clients, customers, partners, key decision-makers, and industry leaders to promote the organization's products and services.
- Maintain current lists of key decision makers (in Management, Engineering, Procurement, etc.) within each potential/current client, inputting into company CRM program.

COMMUNITY INFORMATION:

- ✓ Baton Rouge is the 2nd largest metropolitan area in Louisiana and is a hub for major industrial, petrochemical, medical, research and motion picture and growing technology center of the American South.
- ✓ The home to LSU, the Port of Greater Baton Rouge (10th largest in terms of tonnage shipped)
- ✓ Located just 79 miles from New Orleans two professional sports teams (Saints - NFL, Pelicans - NBA) and New Orleans' world-renowned distinct music, Creole cuisine, unique dialect, and its annual celebrations and festivals, most notably Mardi Gras.
- ✓ ECI Group's Corporate office is conveniently located off the I-12 and Sherwood Forest Blvd S. exit.



BACKGROUND PROFILE:

- Bachelor's Degree in Engineering, Business or Marketing required.
- PE License in Texas and Louisiana [Preferred]
- Minimum of 5-20+ yrs of experience in developing engineering inhouse design and staffing contracts within the oil& gas, petrochemical, specialty chemical, plastics market sectors within the TX|LA Gulfcoast region.
- Established network of petrochemical facility contacts.
- Technical/writing experience
- Strong negotiating skills
- Excellent interpersonal, organizational and communication skills
- Promote a team environment of mutual respect with open communication, celebration of success and provide frequent positive reinforcement.
- Organized with the ability to support multiple concurrent projects.
- Accountable, confident, bright, articulate, innovative, highly motivated, and self-starter with a high energy level that performs with the highest integrity.

COMPENSATION:

- ✓ Competitive Based on Experience
- ✓ PTO