

## Business Development Manager/ Flue Gas Desulfurization

My client has an immediate opportunity for an energetic Project Manager with sales skills needed to introduce new corrosion resistant construction method to the power industry. This position will also be responsible for supporting company's ongoing world wide corrosion resistant lining design and installation business. Listed below is a summary of duties:

### Sales

Interface with European based supplier as needed for new product introduction.

Interface with Sales Department on overall Plastics Business Development

### Project Management

Manage corrosion resistant lining project up to \$10.0M in value for both domestic and international projects

Support Environmental, Health and Safety compliance during project execution

Direct company's industrial masonry maintenance activities

Establish and manage project schedules and budgets

Primary customer contact during project execution

Manage project change orders and project costs

20%-40% overnight travel required

### Typical Project Components

ASME pressure vessel fabrication subcontracts

procurement of lining materials

Direct and subcontracted installation services

Subcontracts for the fabrication of auxiliary process internals

### Requirements

Project Management experience in industrial construction. Sales experience with industrial products/projects

Experience in industrial construction project management and sales in the Power Industry, Chemical Process Industry, Mining or related industry

BS Degree in Engineering or equivalent work experience

B.S. in Chemical, Mechanical or Civil Engineering

Fluency in German would be a big plus!

Must be physically capable of confined space entry in chemical process vessels. Able to climb scaffold and platforms. Domestic and international travel.

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