



## **Business Development Manager**

**Encino Environmental Services, LLC**

**JOB TITLE:** Account Manager  
**SalesDEPARTMENT:** Sales and Marketing  
**SUPERVISOR:** VP of Sales & Marketing  
**LOCATION:** Dallas, Texas, USA

Encino Environmental Services, LLC (Encino) is an environmental consulting firm and field-services contractor providing innovative custom and technical environmental solutions in the areas of source evaluation (Emissions Performance Testing), leak detection and repair (LDAR) continuous emissions monitoring (CEMS), environmental construction, and advanced data systems. Additionally, Encino provides contextual data systems for compliance and environmental, social, and governance (ESG) programs and satellites (micro-SATS) for greenhouse gas (GHG) detection from space.

Founded in 2010, the Encino team recognized the growing demand for environmental regulatory and governance solutions within the energy value-chain. With more than 150 years of combined engineering, project management, mechanical systems, and environmental expertise, Encino has the capability to assess, design, and implement an array of strategies to address complex projects and operational system limitations.

### **GENERAL JOB DESCRIPTION**

The Account Manager is responsible for following a formalized sales & marketing plan and supporting all company business processes. Additionally, the Account Manager is responsible for collaborating with the technical teams and ensuring their sales efforts are managed and opportunities prioritized. The Account Manager sets measurable goals in conjunction with the other functional departments, sets leading and lagging metrics and tracks against them, oversees completion of monthly forecasting, tracks sales against forecasts for their assigned area. The Account Manager is responsible for ensuring the success of the company's sales efforts for their assigned areas.



## **MAJOR ROLES AND RESPONSIBILITIES**

In the role of Account Manager with Encino, the candidate will be responsible for identifying leads, pursuing leads and contacts, establishing relationships with clients and potential clients, and transitioning projects to Technical Sales and/or Technical Project Managers as appropriate. The Account Manager will also serve as support to the VP of Sales and Marketing for executing a marketing strategy, identifying leads, generating proposals and ultimately handling opportunities from “cradle to grave”.

The successful candidate must be willing to perform both administrative and organizational tasks with actively supporting the overall marketing strategy to include attending conferences and events. Additionally, the ideal candidate will be comfortable selling to both the corporate and field levels of client organizations.

## **KEY QUALIFICATIONS**

Important abilities for success include strong written and verbal communication skills, presentation skills, experience in structuring, leading, and executing client opportunities. In addition to the development and measurement of metrics, as well as reporting results on a regular basis. A sense of urgency for results, positive attitude, ability to motivate peers and teams, and strong customer relationship management focus are required.

## **QUALIFICATIONS**

### *Education:*

- A Bachelor's Degree and/or Active-Duty Military experience is preferred for this position, although candidates with five or more years of relevant experience may apply.
- *Experience:*
- A minimum of 5 years' experience as an account manager and/or technical sales in environmental or oil field related services is required. The candidate has led capture on sales process for Request For Proposals (RFP) received from Large-cap clients.

### *Other:*

- Possess the ability to travel (up to 50%) and the ability to work outside of normal working hours for customer-facing events.
- Ability to lift to 40 lbs. required.
- Be fluent in English and possess exceptional communications skills. Fluency in a second language, particularly Spanish, is a plus.
- Salesforce or other CRM software skills are desired.