



Swagelok Louisiana

## Job Description

<b>Position Title:</b>	EPC Account Manager	<b>Location</b>	Louisiana
<b>Department:</b>	Sales	<b>Last Revision:</b>	5/11/2025
<b>Reports to:</b>	Upstream & Construction Sales Manager	<b>FLSA Status:</b>	Exempt

## About Swagelok Louisiana

Swagelok Louisiana provides critical fluid system products, assemblies, training, and services to customers in a variety of markets including oil & gas, refining, chemical, midstream, power and transportation industries. We are the independently owned and authorized sales and service center for Swagelok® in Louisiana and portions of Mississippi. Swagelok Company is a \$2 billion, privately held company, headquartered in Solon, OH. Swagelok designs, manufactures, and delivers an expanding range of the highest quality fluid system products and solutions.

## Position Summary

### EPC Account Manager/Industrial Solutions

This is a professional outside sales role ideal for a highly motivated, innovative business development professional with a consultative sales approach. The role combines technical advising and strategic account management, focusing on direct sales of fluid system components, engineered solutions, and related services to EPCs (Engineering, Procurement, and Construction firms), industrial facilities, and project-based customers. This is a hybrid role with the candidate working combination of days in office and field.

The ideal candidate will have at least five years of proven success in solution-based sales, particularly to EPCs and construction firms, and experience managing capital projects with stakeholders such as Project Procurement Managers, Engineers, Designers, and Construction Managers. Responsibilities include identifying new business opportunities, developing strategic plans, managing projects from pre- to post-order phases, and fostering long-term customer partnerships by solving technical problems and offering custom solutions, including fabrication and light assemblies.

Success in this role requires excellent communication, presentation, and customer service skills, a strong mechanical aptitude, and the ability to work closely with distributors, engineers, and decision-makers to earn product specifications and contracts for current and future projects.

## Expectations

- **Drive Strategic Growth:** Execute key sales initiatives to drive revenue through core products, fabrication services, custom assemblies, new solutions, and value-added services. Identify and manage capital projects from feasibility to startup at EPC and construction firms.
- **Customer & Market Development:** Establish and nurture strong relationships with key decision-makers, influencers, contractors, and engineers within EPC, construction, and industrial

accounts. Understand customer business models, applications, and needs to position Swagelok as the preferred supplier.

- **Opportunity Management:** Investigate new and existing business for potential growth. Use systematic methods to generate leads, develop strategies for prospecting, and follow up on sales activities.
- **Project & Sales Execution:** Navigate project stakeholders to coordinate communication between internal and external teams. Assist with RFP processes, negotiate pricing and contracts, and support technical sales during all phases of the project lifecycle.
- **Presentations & Training:** Prepare and deliver compelling technical presentations to executives and engineers. Provide training and education to contractors and engineering firms to increase product awareness and solution adoption.
- **Customer Service & Innovation:** Demonstrate emotional intelligence and provide outstanding service by identifying cost-saving opportunities and technical solutions tailored to each customer. Respond to unplanned customer needs in alignment with company values and strategic direction.
- **Territory & Account Planning:** Develop and maintain territory operating plans in line with the strategic plan. Maintain a current database of scheduled capital upgrades, unit additions, turnarounds, and other project activities.
- **Industry Engagement & Intelligence Gathering:** Attend industry events to build relationships, track market conditions, and monitor competition. Leverage digital tools, social media, and industry resources to uncover insights and drive new opportunities.
- **CRM & Reporting:** Actively manage sales activities, contacts, opportunities, and account strategies using Hub Spot or equivalent CRM systems. Provide regular updates to leadership on business development efforts and key metrics.

## Position Requirements or Qualifications

### Education:

- Associate or bachelor's degree or certification in Business, Engineering or Technology related studies.

### Experience:

- Minimum of 5 years' Oil & Gas industrial sales experience required.
- EPC and Construction direct product sales experience is a plus.
- Interacting, communicating, and negotiating with customers required.
- Knowledge of complex and applied engineering/application principles, highly desirable
- Knowledge of broad range of fluid system components and applications, highly desirable
- Project management experience is a plus

### Skills:

- Ability to manage multiple priorities
- Excellent verbal and written communication skills
- Excellent presentation & group facilitation skills
- Problem-solving & analytical ability
- Organizational skills
- Accuracy & attention to detail

- MS Office including Word, Excel, and PowerPoint
- Hub Spot/Salesforce

**Competencies:**

- Adaptability/Resilience: Recovers quickly from change or setbacks
- Communication: Active listening style that achieves understanding, appreciation for others and expressing oneself in a clear and well-articulated fashion appropriate to audience. Excellent verbal and written communication skills
- Customer Service: Delivering, anticipating, and maintaining professionalism with customers.
- Initiative: Acts on opportunities
- Optimism: Always references the positives in any situation
- Results Orientation: Gets results in a consistent and reliable manner
- Teamwork/Collaboration: To be supportive of all company initiatives, act collaboratively with other sales consultants and other company associates, customer relationship orientation
- Work Habits: Attention to detail, planning and organization, strong work ethic, ability to function autonomously and work with sense of urgency

**Scope of position:**

- Primarily in the field and working remotely.
- Travel will consist of visiting assigned accounts in the Louisiana area.