



Job Description

Copperhead Industries provides end-to-end solutions for precise location of underground utilities. Innovation, high quality and superior service make Copperhead the supplier of choice among utilities, municipalities and engineers specifying tracer wire systems in the natural gas/oil, water/sewer, and telecommunications markets. Copperhead Industries is an equal opportunity employer offering a comprehensive benefits package including employer-paid medical, dental, and life insurance premiums, matching 401K, profit sharing, and tuition reimbursement.

Job Title: Market Manager, Gas and Oil

Reports To: Vice President of Sales

Job Overview: This position is responsible for business development and sales growth in North American natural gas and oil industries by working with gas distribution utilities, oil and gas production companies, LP gas companies, and distribution channels serving those utilities and utility contractors.

Responsibilities and Duties:

- Manage end-to-end sales process for your market
- Develop and foster professional relationships
- Drive adoption of best practices for installing gas distribution tracer wire systems
- Represent Copperhead Industries in a professional manner
- Generate new business and sales opportunities
- Plan and forecast monthly sales
- Prepare and deliver customer-focused sales presentations
- Train distributor personnel, investor owned and municipal gas utilities, and utility contractors on Copperhead products, proper installation, and advantages of standardizing Copperhead's Complete Utility Locating System®
- Manage regional tradeshow in your market (plan, attend and work exhibits)
- Follow up on quotations to understand results for continuous improvement
- Maintain good correspondence records

Qualifications:

- 4-year college degree (BA or BS) or equivalent market experience
- Effective, articulate communication and presentation skills mandatory
- Self-motivated, goal oriented
- Strong relationship building





- Excellent time management
- Proficient with Microsoft Office and PowerPoint
- Ability to travel 40%-60%
- Ability to secure credit card(s) for business travel with a minimum credit limit of \$5,000
- Experience in the natural gas industry strongly desired
- Valid driver's license

To apply, please send cover letter and resume to jobs@copperheadwire.com or mail to Copperhead Industries, ATTN: HR, P.O. Box 1081, Monticello, MN 55362.

