



Job Description

Job Title: Market Manager, Gas and Oil

Join a world class sales team focused on utility damage prevention!

This position of Market Manager – Gas and Oil will serve as an integral part of the Copperhead sales team. By developing and executing strategies that drive long-term sales growth, the Market Manager is responsible for exceeding sales goals for the Copperhead product line, serving as the brand ambassador, and educating our reps, distributors, specifying engineers, and utility damage prevention professionals. This position works cross-functionally throughout the organization to ensure the goals and objectives of Copperhead are successfully executed. *This position requires 50% + travel.*

What we need you to DO:

- Meet or exceed annual sales revenue/EBITDA goals
- Manage the end-to-end sales process for your market
- Develop and foster professional relationships with natural gas and propane companies and the distribution networks that serve them
- Drive adoption of best practices for installing gas distribution tracer wire systems
- Represent Copperhead Industries in a professional manner at trade shows and customer meetings/events
- Generate new business and sales opportunities
- Manage key customer accounts and rep/distribution firms
- Gather and share market intel
- 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 quotes to understand results for continuous improvement
- Maintain good correspondence records

What you need to POSSESS:

- 4-year college degree (BA or BS) or equivalent market experience
- Strong, articulate communication and presentation skills
- Ability to plan, organize, and create national sales plans





- Self-motivated, goal oriented
- Strong relationship building skills
- Analytical and creative problem-solving
- Proficient with Microsoft Office and PowerPoint
- Ability to travel 50%+
- 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

Our BRAGGING RIGHTS:

- We are American owned and operated, and our products are made in the USA.
- We pioneered copper-clad steel tracer wire to transform utility locating.
- We've doubled in size in the last five years.
- We're a founding member of the American Bimetallic Association.

WHO we are:

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 medical, dental, life and disability insurance, matching 401K, profit sharing, and tuition reimbursement.

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.

