

Title: Business Development Executive

Reporting: VP of Strategic Partnerships and Sales

Candidate: You are passionate about the company's mission to commercialize Industrial Genomics for a Sustainable Future in industrial applications, covering Oil & Gas, Energy Transition, and Waste(water). You are a self-starter with an inextinguishable fire to compete and succeed. You thrive in an environment that requires crisp judgment, pragmatic decision-making, rapid course-corrections, and comfort with market ambiguity. You discharge your duties within a culture of mutual team respect, high performance, humility, and humor.

Responsibilities:

- Deliver commercial revenues from oil and gas customers applying Subsurface DNA Diagnostics™.
- Secure commercial relationships and strategic partnerships with top-tier customers in the conventional and unconventional oil and gas market; develop and own Biota's key performance metrics on business growth, customer acquisition and retention for these accounts.
- Develop and implement account management strategy for key accounts across Biota's customer portfolio.
- Partner with the technical function on data integration and integrating customer feedback to enhance product delivery.
- Partner with marketing function on product positioning, pricing strategy, and customer awareness to establish Subsurface DNA Diagnostics™ into the standard workflow of oil and gas customers.
- Develop understanding of the COVID19 wastewater diagnostic market and develop relevant commercial and strategic relationships.
- Contribute in the development of the BD organization including recruitment, talent development, goal setting, account management and customer success
- Serve as an example for the company values and behaviors as articulated in the Team Operating Agreement

Location: This position is based in our Houston, Texas headquarters and requires up to 25% travel.

Compensation: Competitive base salary, bonus, stock options, and a benefits package including paid vacation, medical coverage, and telecommuting options.

Skills breakdown:

- Business development/sales: 80%
- Strategy and planning: 20%

Requirements:

- Established and trusted advisor to the E&P industry
- Track record of delivering commercial revenue in oilfield services or applying novel technologies with an unconventional and/or conventional E&P producer

- 10-15 years of experience in sales, BD and account management as an individual contributor and in leadership roles
- Technical background in subsurface diagnostics preferred.