



New Business Development Representative

Full-Time in Office – Houston, TX

Summary

SGV is a fast-growing provider of industrial technology solutions, specializing in digital transformation, operational technology (OT), cybersecurity, telecommunications, and real-time data solutions for the oil & gas, energy, and industrial sectors. With over 20 years of experience and a rapidly expanding client base, we help companies optimize operations, enhance safety, and drive efficiency through innovative technology and consulting services. Our clients range from some of the largest integrated oil and gas companies in the world to small, remote Alaskan villages and everything in between.

We are seeking a high-energy, results-driven New Business Development Representative with a proven track record in generating and closing new business opportunities within the oil & gas industry or adjacent verticals. This role is a true hunter position, ideal for someone who thrives on cold calling, door-knocking, and building relationships from the ground up. The ideal candidate has experience selling services and understands the challenges and needs of oil & gas companies. You will work closely with engineering and technical teams to deliver customized solutions that add value to our clients.

General Responsibilities & Duties

- Prospect, cold call, and meet face-to-face with potential clients in the oil & gas, energy, and industrial sectors.
- Identify decision-makers and build relationships with executives, IT/OT managers, and operations leaders.
- Educate prospects on SGV's services, including consulting, engineering, managed services and project delivery.
- Develop and execute sales strategies to target high-value prospects and convert them into customers.
- Manage the entire sales cycle, from lead generation to closing deals.
- Collaborate with technical teams and leadership to tailor solutions to client needs.
- Maintain a robust sales pipeline and accurately forecast revenue opportunities.
- Stay informed about industry trends, regulatory changes, and emerging technologies to provide consultative expertise.
- Represent SGV at networking events, trade shows, and industry conferences to generate leads and increase SGV's market presence.

Qualifications & Skills

- 5+ years of B2B sales experience in oil & gas, energy, or industrial technology solutions.
- Strong background in selling services and solutions (consulting, cybersecurity, telecommunications, or managed services preferred).
- Existing network and relationships within oil & gas, energy, or adjacent verticals preferred.
- Ability to navigate long sales cycles and close complex deals with enterprise-level clients.
- Strong communication, presentation, and negotiation skills.
- Self-motivated, results-driven, and comfortable working independently.
- Willingness to travel as needed to meet with clients and attend industry events.
- Ability to work effectively under pressure and manage multiple tasks.



If you are a high-performing sales professional with a passion for industrial technology and digital transformation, we encourage you to apply and grow your career with SGV!

If you're interested, please contact us at careers@sqvinternational.com.