**Job Title:** Sales and Market Manager

**Department:** Operations

**Company:** Texas Frac

**Reports To:** ?

**Status:** Full-Time, Exempt

**# Direct Reports:** 0

POSITION OVERVIEW

Texas Frac is a leading supplier of high-quality sand products catering to various industries, including industrial, frac, and foundry applications. Committed to excellence and innovation, we are seeking a dynamic Sales and Market Manager to drive revenue growth and expand our market presence in these sectors.

As a Sales and Market Manager for sand products, you will play a vital role in developing and executing sales strategies to capture new business opportunities and foster long-term relationships with key clients. This position requires a blend of strategic thinking, market analysis, and hands-on sales expertise to achieve revenue targets and contribute to the overall success of the company. This position is centrally located in St. Jo, Texas.

*If you are a results-oriented, strategic thinker with a passion for driving sales in the sand products industry, we invite you to join our team and contribute to our continued success. Apply now and be part of a dynamic and growing company!*

**ROLES AND RESPONSIBILITIES:**

* Market Analysis and Strategy
	+ Conduct thorough market research to identify trends, customer needs, and competitive landscape in the industrial, frac, and foundry sectors.
	+ Develop and implement strategic sales plans to penetrate target markets and maximize revenue potential.
	+ Monitor industry developments, regulatory changes, and technological advancements to stay ahead of the curve.
* Business Development
	+ Identify and pursue new business opportunities to expand the customer base and increase market share.
	+ Cultivate and nurture relationships with key decision-makers, influencers, and stakeholders in target industries.
	+ Collaborate with cross-functional teams to tailor product offerings and solutions to meet client requirements.
* Sales Execution
	+ Lead the end-to-end sales process, from prospecting and lead generation to contract negotiation and deal closure.
	+ Achieve and exceed sales targets by effectively communicating the value proposition of our sand products.
	+ Provide exceptional customer service and support to ensure customer satisfaction and repeat business.
* Collaboration and Communication
	+ Work closely with internal teams, including production, logistics, and customer service, to ensure seamless execution of sales strategies.
	+ Communicate market trends, customer feedback, and competitor activities to inform product development and marketing initiatives.
	+ Develop KPIs and customer lists to be transparent in sales operations.
	+ Collaborate with FLASH CEO, or other designated personnel, to create, obtain and/or finalize contracts.
* Participate in strategic growth and new business opportunities with executive management and leadership. Lend expertise and time to the development, execution, and launch of new business ventures. New business ventures may be related or unrelated to current business operations.
* Participates in developing and executing annual objectives, goals and initiatives.
* Embraces and supports the FLASH mission and performs safe practices in the workplace.
* Any and all other duties as assigned.

**MINIMUM QUALIFICATIONS**

* Bachelor’s degree in Business, Marketing, or a related field
* Proven track record of successful sales and business development in the sand products industry, with specific experience in industrial, frac, and foundry markets. 10+ years experience.
* Strong understanding of market dynamics, customer needs, and industry trends.
* Ability to travel as needed to meet with customers, attend industry events, and explore new business opportunities.
* Proficient in Microsoft Office Suites (Word, Excel, PowerPoint, Outlook).
* Efficient in data analytics and report generation.
* Attention to detail and problem-solving skills.
* Ability to improve processes for department efficiency.
* Knowledge of appropriate federal and state regulations.
* Excellent communication, negotiation, and relationship-building skills.
* Excellent organization skills; ability to prioritize workload, handle multiple tasks, meet deadlines, and work self-directed with a sense of urgency.
* Efficient presentation skills (oral, written, and hands-on).

**PREFERRED QUALIFICATIONS**

**PHYSICAL REQUIREMENTS**

Typical office setting. Exerting up to 25 pounds of force occasionally, and/or a negligible amount of force frequently or constantly to lift, carry, push, pull or otherwise move objects, including the human body. Sedentary work involves sitting most of the time. Jobs are sedentary if walking and standing are required only occasionally, and all other sedentary criteria are met. Job will include repetitive movements, repetitive use of computer/office equipment and usage of hands to type, handle, control, or feel objects or tools.

**EEO STATEMENT**

FLASH provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

**OTHER DUTIES**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

I have read and understand my roles and responsibilities. I can perform the duties and functions required as stated above.

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Employee Name – please print

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Employee Signature

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Date