

Compressor Controls Corporation

Job Title: Director – Downstream Business Segment
Reports To: President
Location: Houston, Texas

Click the link below to apply for this position:

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Summary

Drive growth in business segment through direct and indirect management of sales, applications, sales operations, systems engineering, field engineering and aftermarket. Manage P&L for the business segment. Work with functional leaders to accomplish stated goals. Cooperate with other Business Segment Directors to achieve overall company goals.

Essential Duties and Responsibilities

Include the following. Other duties may be assigned.

- 1 Planning and scheduling the market segment workload in cooperation with functional leaders. Review and analyze costs, process and forecast data to determine progress toward stated goals and objectives. Achieve objectives by utilizing budgeted resources in an optimum manner. Coordinate activities with other regions and market segments.
- 2 Develop short-term and long-term goals and objectives for the business segment within CCC. Develops business plans, resource plans (budget, space, people, equipment). Leads strategic planning and marketing for business segment. Presentation of plans to Leadership Team.
- 3 Customer management, technical, financial and terms and conditions problem resolving. Administrative (reporting, expenses, receivables, etc).
- 4 Assesses the capabilities of market segment employees, identifies areas for improvement and arranges for suitable training. Conducts yearly performance evaluation in cooperation with functional leaders. Analyzes and corrects performance deficiencies to continually improve results. Confers with superiors, subordinates and other personnel to review achievements and discuss required changes in goals or objectives. Delegates functions to subordinates, periodically measures performance of assigned functions and reports results. Interview and hire new employees.
- 5 Provides guidance to the department. Ensure commercial and technical policies, practices and procedures are appropriate for maximizing customer satisfaction. Participates in formulating and administering company policies.

Supervisory Responsibilities

This job has global managerial responsibilities.

COMPETENCIES:

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

Education and/or Experience

Bachelor's degree in Engineering (B.S.E.) from four-year college or university; or related experience and/or equivalent combination of education and experience. MBA preferred. Over five years of international management experience managing at least a \$25 million line of business preferably in the Refineries, Petrochemicals, or Pipelines industries.

Experience with CCC applications. Ability to handle essential functions at any global customer location.

Language Skills

Ability to read, analyze, and interpret common scientific and technical journals, reports, and documents. Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community. Ability to effectively present information to customers, management and co-workers.

Bilingual or multilingual preferred. English is required.

Mathematical Skills

Ability to apply advanced mathematical concepts such as exponents, logarithms, quadratic equations. Ability to understand financial income statements.

Reasoning Ability

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

Computer Skills

Ability to proficiently use computers and information technology. Knowledge of basic computer hardware and peripherals. Knowledge of Windows, and MS Office.

Certificates, Licenses, Registrations

Valid driver license.

Other Qualifications

Worldwide travel required.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is frequently required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 30 pounds. Specific vision abilities required by this job include close vision and ability to adjust focus.

Work Environment

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

The work environment is a typical office environment. However, plant visits will be required where employee can be exposed to machinery and equipment typically present in a plant environment.

Position descriptions are developed as guides for the employees of Compressor Controls Corporation. The management team of Compressor Controls Corporation reserves the right to modify job responsibilities and position requirements to meet the corporate business goals and needs.

EOE/M/F/D/V