



POSITION ANNOUNCEMENT

Business Development Associate

Overview of Bridger Photonics, Inc.

Bridger Photonics, Inc. (Bridger) creates and deploys innovative LiDAR sensors and analytics to solve impactful industrial challenges. We are focused on supporting the rapid growth our Gas Mapping LiDAR™ to enable clean, safe, and streamlined oil & gas operations by providing actionable data for methane emissions reduction. Located in the heart of southwestern Montana's Rocky Mountains, Bozeman, Montana offers unrivaled outdoor opportunities for skiing, hiking, climbing, biking, rafting, and camping. Yellowstone National Park is just a 1-½ hour drive from our doorstep. Our community also offers an exceptional educational system and many cultural and sporting events.

Overview of Position

Bridger has established strong competitive advantages with our Gas Mapping LiDAR™ technology and we seek an outstanding Business Development Associate with specific skills and capabilities to match our needs. The successful candidate will work closely with our company Operations Manager to develop and carry out strategies for significantly accelerating our company's growth through, among other avenues, outreach and project development efforts. The successful candidate will leverage their proven experience to expand and grow our company.

Responsibilities may include, but are not limited to:

- Generate new leads, customers, and opportunities, throughout the oil and gas value chain.
- Develop projects with new and existing clients, primarily in the oil & gas industry
- Work closely and participate with the job planning, deployment, and data processing teams to facilitate efficient job completion
- Operate and maintain Dynamics 365 marketing and sales software
- Oversee logistics and coordination of pilot testing, early adopters, and product deployment
- Attend and represent (either in-person or virtually) the company at trade shows, conferences, and exhibits to generate new leads and create new business opportunities
- Communicate with Oil & Gas companies to secure placement on their bid lists
- Keep clients updated throughout project execution
- Debrief with clients to review survey data
- Determine pricing strategies across multiple product lines
- Implement sales process improvements
- Research, understand, and navigate regulatory environment related to product deployment
- Manage key client relationships
- Contribute input into the creation of customer facing sales and marketing materials
- Forecast annual, quarterly, and monthly sales goals
- Develop specific sales plans to ensure growth both long and short-term
- Perform other operational, strategy, and financing tasks as needed

Required qualifications:

- B.S., B.A., or higher
- Outstanding and genuine interpersonal skills
- Willingness to seek out new business
- Well-developed set of problem-solving skills
- Demonstrated experience and motivation for growing company revenue
- Ability to design, manage and lead business development programs and projects to achieve deadlines
- Willingness to work extremely hard and efficiently in fast-paced environment.
- Willingness to travel significantly to carry out the position duties
- Experience with marketing communications and market segmentation
- Outstanding interpersonal skills
- Excellent written and verbal communication skills
- Desire to continually learn
- Ability to work cohesively with a team of scientists, engineers, executives, and support staff

Preferred qualifications:

- 2+ years demonstrated experience interacting with clients
- Experience and network connections in the oil and gas and/or metrology industries
- Experience with GIS data including knowledge of file formats and proficiency with software tools
- Experience with contract negotiations
- Demonstrated experience and track record growing company revenue
- Proven track record demonstrating the development of sales channels and customer relationships
- Scientific background and experience
- Experience utilizing CRM systems, developing metrics and dashboards
- Proven ability to meet and exceed sales quotas

Additional Information:

- This is a full-time, salaried position
- Salary is commensurate with education, experience, and skills
- Travel will be required for this position
- This position is based at Bridger's facility in Bozeman, MT
- There is no option for remote work or work from home
- Bridger Photonics, Inc. offers excellent health, dental, and retirement benefits
- Bridger Photonics, Inc. is an Equal Opportunity Employer and will not discriminate against any employee or applicant for employment because of race, color, religion, disability, sex, familial status, or national origin. U.S. citizenship required

For full consideration, please submit the following by **Monday, December 6, 2021**: (a) cover letter identifying the position you are applying for and your interest in the job, (b) resume, and (c) two relevant professional references. Please submit application materials via **email** with the job title in the subject line to: hr@bridgerphotonics.com