



ION Science Inc
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Strategic Business Development Manager- North America

About ION Science Inc

ION Science is a UK-based company specializing in the development and manufacture of advanced gas detection instruments and sensors. With over 30 years of experience, ION Science is renowned for its expertise in Photoionization Detector (PID) technology. In 2022 ION Science was awarded the Queen's award for Enterprise for MiniPID Sensors.

ION Science Inc. ("ISI"), based in Stafford, Texas is a wholly owned subsidiary of ION Science Ltd. ("ISL") and is responsible for the sales and support of all ION Science products in North America.

Our comprehensive range of portable, personal, and fixed gas detection solutions is deployed across a broad spectrum of industries including oil and gas, petrochemical, pharmaceutical, and various other manufacturing sectors, supporting our mission to protect lives and preserve the environment.

We pride ourselves on being a fun, friendly, people-orientated organization and a great place to work with strong core values and high employee retention.

Overview

The ION SENSE® Strategic Business Development Manager drives growth of our PID sensor portfolio across North America by combining strategic account management with proactive business development. This role manages existing customer relationships while identifying and developing new business opportunities. This customer-focused role combines strategic account management with proactive business development to expand market presence. The ideal candidate is a results-driven sales professional with strong direct account management skills and a proven track record of cultivating new OEM opportunities in Environmental Monitoring, Industrial Safety, Hazardous Material Response, and related markets.

Role & Responsibilities

- Manage and deepen relationships with key existing OEM customers, ensuring consistent engagement through both in-person visits and remote interactions to maximize account potential.
- Expand the install base of ION SENSE® PID sensors within existing OEM accounts, identifying opportunities to integrate sensors into additional products and applications.
- Identify new OEM targets, determine appropriate contacts, make initial outreach, schedule appointments, and conduct meetings to evaluate potential business opportunities.



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- Develop and execute a strategic territory plan that aligns with the broader U.S. Commercial Strategy, focusing on achieving sales growth, expanding market potential, and increasing the adoption of our sensors across key markets, customers, and product lines.
 - Maintain accurate pipeline records, sales reports, and performance metrics to track progress, identify trends, and optimize account strategies.
 - Represent ION SENSE® at customer meetings, industry events, and technical forums to increase visibility, showcase solutions, and generate new business.
 - Manage regional travel, averaging 50% overnight (potentially higher as needed) to support customer engagement and business development initiatives across all U.S. states and Canada
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Objectives

- Achieve and exceed annual sales targets.
 - Strengthen and grow relationships with existing OEM customers by expanding the install base of sensors across current accounts and uncovering new integration opportunities.
 - Identify and pursue new OEM business opportunities to strengthen market position and drive growth across a diverse range of industries and applications.
 - Position ION SENSE® as a trusted partner through consistent, high-value customer interactions.
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Qualifications

- Minimum of 3 years' experience in a B2B business environment, preferably in gas detection, industrial safety, or related sector.
- Experience selling to OEM customers or managing technical account relationships.
- Bachelor's degree in engineering, business, or a related field, or equivalent professional experience in the industry, preferably with exposure to gas detection technologies.
- Proven ability to manage time efficiently and work independently, including remotely.
- Strong interpersonal and communication skills to build and maintain professional relationships.





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- Proficient in Microsoft Office tools, including Excel, Word, and PowerPoint, with the ability to create reports and presentations.
- Experience managing sales pipelines, opportunities, contracts, and reporting.

Benefits

- Competitive base salary with performance-driven annual bonus structure
- Comprehensive healthcare coverage fully paid for employees, spouses, and dependents, with optional vision and dental coverage available through employer-supported plans
- Up to 6% 401(k) employer match
- Paid time off, including annual vacation (accrued throughout the year) and company-observed holidays.

Working Hours

This is a full-time position, Monday to Friday, 8:00 a.m. to 5:00 p.m. Additional hours may be required for customer visits, distributor meetings, and industry events as needed.

Our Core Values:

