



ION Science Inc
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Regional Sales Manager – Gulf & East Region

ION Science, Inc.

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.

Description

The role of Regional Sales Manager – Gulf & East is responsible for driving growth of ION Science's personal, portable and fixed instrumentation portfolio across the Gulf and East regions by expanding the customer base and supporting distributor partnerships. This role emphasizes strengthening existing relationships while proactively identifying, developing, and converting new potential distribution partners and customers to broaden market coverage. The ideal candidate is a growth-oriented sales professional with account and distributor management skills along with a proven track record of identifying and driving new business opportunities. This is a remote-based position; however, preference will be given to candidates residing in the Houston, TX area.

Role & Responsibilities

- Develop and manage a comprehensive regional territory plan that aligns with the broader U.S. commercial strategy, ensuring resources and activities are prioritized to drive sustainable growth and expand market share across existing and new customer accounts.
- Strengthen distributor relationships by building trust, collaborating with distributor sales representatives and management, and regularly meeting with partners to review performance, align on goals, and provide the tools and support necessary for success.



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- Proactively identify and pursue new customer opportunities across the Gulf and East regions, covering the Gulf Coast states from Texas to Florida and extending up the Eastern Seaboard to Maine.
 - Work with ION Science distributors to identify and address market coverage gaps and drive broader adoption of ION Science solutions, including personal, portable, and fixed gas detection technologies.
 - Establish and grow relationships with key decision-makers across industries to position ION Science as the preferred supplier.
 - Monitor competitor activity and market trends to identify opportunities for ION Science to differentiate and capture market share.
 - Maintain accurate pipeline records and sales reports while actively monitoring territory performance metrics to identify trends, respond to opportunities, and drive results.
 - Represent ION Science at industry trade shows, distributor events, and customer meetings to increase visibility and generate leads.
 - Manage regional travel, averaging 50% overnight (potentially higher initially), with occasional adjustments as needed, to maximize engagement with customers and distributors.
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Objectives

- Achieve and exceed annual sales growth targets across the Gulf & East region.
 - Build a robust pipeline of new customer opportunities and convert them into long-term business.
 - Strengthen distributor performance through consistent engagement, joint business planning, and proactive support.
 - Expand ION Science's customer base and increase overall market share in target industries.
 - Position ION Science as a trusted partner through consistent, high-value engagements with distributors and end users.
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Qualifications

Pioneering Gas Sensing Technology.

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- Minimum of 3 years' experience in a B2B business environment, preferably in the industrial instrumentation, gas detection or related sector.
- Experience with industrial distribution, either from a manufacturer that sells through distributors or from a distributor representing relevant technologies.
- Bachelor's degree in engineering, business, or a related field, or equivalent professional experience in the industry, preferably with exposure to gas detection or industrial safety technologies.
- Proven ability to manage time efficiently and work independently, including remotely.
- Strong interpersonal and communication skills to build and maintain professional relationships.
- Proficient in Microsoft Office tools, including Excel, Word, and PowerPoint, with the ability to create reports and presentations.
- Experience working in a CRM tool (HubSpot experience preferred) to manage sales pipeline, contacts, 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.



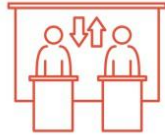
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Our Core Values:



Fun



Embrace
change



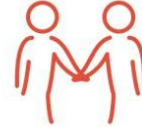
Respectful



Responsive



Challenge the
status QUO



Committed

Pioneering Gas Sensing Technology.

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