



CAREER OPPORTUNITY

BUSINESS DEVELOPMENT LEAD – CORROSION SOLUTIONS BU

JOB SUMMARY

To drive growth of the Corrosion Solutions portfolio through strategic business development, key account management, and technically informed corrosion control solutions. The role applies corrosion engineering principles to diagnose degradation mechanisms, recommend protection strategies, and support customers while providing day-to-day coordination.

EDUCATION

- BSc in Chemical Engineering, Process Engineering, Chemistry, Mechanical Engineering or related discipline.
- AMPP/NACE Coating Inspector Program (CIP) – minimum Level 1
- Valid driver's license

EXPERIENCE

- Minimum five (5) years' experience in technical sales, corrosion control, coatings, or industrial services within process plant, energy, or infrastructure environments.
- Demonstrated experience applying engineering judgment to corrosion assessment and material protection.

COMPETENCIES

- Business knowledge, etiquette and exceptional customer service skills are required.
- Strong foundation in corrosion mechanisms and materials degradation.
- High-level technical credibility with industrial and process plant customers.
- Strong analytical, problem-solving, and decision-making skills.
- Excellent communication skills with both technical and non-technical stakeholders.
- Capable of performing the physical demands and requirements of the role safely and effectively.

FUNCTIONS, DUTIES AND RESPONSIBILITIES:

- Identify, evaluate, and develop new business opportunities within existing accounts and new accounts.
- Maintain regular technical and commercial interaction with customers to support the sale of corrosion protection systems and related product lines.
- Support the Sales Manager in executing the annual business development and growth strategy.
- Perform site assessments and interpret surface preparation requirements in accordance with industry standards (ISO, SSPC, AMPP).
- Recommend appropriate coating systems, surface preparation methods, and application parameters based on service conditions and lifecycle performance.
- Prepare technically sound coating specifications, repair methodologies, and protection strategies aligned with customer operating conditions.
- Provide daily coordination and technical guidance to assigned sales representatives to ensure accuracy, follow-through, and customer commitments are met.
- Support development of technical capability and product knowledge within the sales team.
- Conduct product demonstrations, inspections, and routine technical checks on customer assets, as required.
- Liaise with suppliers to obtain technical data, pricing, and delivery timelines for corrosion protection systems.
- Reporting, Compliance & Systems
- Monitor market trends, corrosion challenges, and competitor strategies affecting industrial and energy sector assets.
- Submit weekly log and activity reports via Salesforce.
- Ensure adherence to company management systems, including ISO 9001:2015 and OSH requirements, with awareness of Quality and Environmental policies.
- Perform any other duties aligned with technically driven business development and corrosion protection services.

Applications must be emailed to talent@roscopro.com by Tuesday 15th September, 2026 or hand delivered directly to the office of the HRM; Point Lisas location.
Please include email subject: BUSINESS DEVELOPMENT LEAD – CORROSION SOLUTIONS BU