

Country Manager Job description

Starting date: 2023

Reporting to: Elsyca Managing Director

Role: Country Manager, North America

Location: North America

Employment: full time

The Opportunity

Elsyca is looking for an experienced engineer with business and managerial acumen to reinforce and expand its presence in North America. You will be in charge of sales and business development for Elsyca's cathodic protection & AC mitigation portfolio for the oil & gas industry, while expanding the Elsyca INC office towards a full-fledged sales and engineering office.

This is a rare opportunity for an experienced oil & gas engineer to develop his/her career towards sales & management. You will play a key role within an existing business presence, benefiting from a loyal customer base and from Elsyca's well-established reputation in a fast-growing industry segment. This position comes with all the accountability, rewards and growth opportunity you would expect.

The Role

In a hybrid role of business development and engineering management, you will be responsible for nurturing relationships with existing partners and customers within the oil & gas industry, as well as developing new partnerships. Your understanding of the sector, the local market language, trends, and technical requirements will support you to define the business strategy and expand revenues from new asset owners and contractors. With respect to engineering, we expect you to coordinate and manage Computer Aided Engineering (CAE) projects based on your strong technical experience in the field of cathodic protection and AC mitigation. You will liaise with the clients and build customer intimacy whereas you will be supported by the Elsyca HQ engineering team for the execution of these projects. In parallel, we will gradually build up a local engineering presence to ensure local execution going forward.

Within a 1 to 2 years timeframe, you will be in charge of building a strong and persistent team to support the development and execution of Elsyca INC operations. Together with the support of Elsyca HQ management



mentoring, you will rely on a healthy financial situation to get the resource you need in order to build your sales, engineering and admin team.

The Requirements

- Proven technical experience with cathodic protection and AC mitigation in oil & gas industry
- NACE certification
- Business acumen and interest in sales with a proactive approach
- Ability to establish and maintain professional relationships across cultures
- Managerial experience or motivation to grow in this role
- Strong interpersonal skills
- Excellent verbal and written communication skills
- Candid and constructive communication style
- Ability to organize and manage details of multiple projects at the same time
- Excellent analytical, problem-solving, and decision-making skills
- Willingness to travel, mostly within USA/CAN, including travel to HQ
- Attending conferences & exhibitions

What We Offer

Our employees are our greatest asset. We understand that our achievements are a result of our people's skills, hard work and dedication, which together form Elsyca's unique DNA. We want to be an employer that develops the company around the talents of our people, and in doing so, we recognize the values of flexibility, collaboration, respect and inclusion.

If you are looking for a unique opportunity where you can contribute, have an impact and make a difference, then this may very well be the job for you!

To attract the best talent, we offer:

- a competitive and compelling salary and bonus scheme
- flexible way of working
- generous paid time-off
- medical insurance and pension plan

About Elsyca

Founded in 1997, Elsyca is the culmination of research efforts in numerical modeling of electrochemical processes. Its name is derived from 'electrochemical system calculations'.

Today, Elsyca is active in the markets of corrosion design & engineering, cathodic protection & AC mitigation, surface finishing, and electrochemical manufacturing within a variety of industries – such as automotive,



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aerospace, electronics, medical and energy. The combination of the practical engineering knowledge, the in-house developed family of engineering simulation tools, and the continuous focus on R&D and innovation has established Elsyca as a trustworthy and appreciated partner for many clients across the globe.

Elsyca INC benefits from a strong customer base within the energy sector. The need for cost-effective solutions to protect millions-dollars assets against corrosion creates a fast-growing market. Within this context, Elsyca's reliable and innovative solutions answer market expectations to reduce the cost of ownership and gain competitiveness.

