



Vice President, Business Development, Refined Products

Company: Sawtooth Caverns LLC

The position is based in Salt Lake City; however, remote work with travel may be an option for the right candidate. Relocation assistance is available.

About Sawtooth Caverns LLC:

Sawtooth Caverns is a large-scale salt cavern storage facility specializing in the safe and efficient storage and transportation of liquefied petroleum gases and refined products. Utilizing naturally occurring underground salt formations, we provide a secure and reliable storage solution for the energy industry. Sawtooth plays a critical role in energy logistics, offering customers strategic storage, product blending, and inventory management services. Committed to operational excellence and a strong safety culture, our company prioritizes employee well-being, regulatory compliance, and continuous improvement to ensure the highest safety and reliability standards.

Job Summary:

Sawtooth Caverns LLC is seeking a dynamic and results-driven Business Development professional to expand our market presence and drive revenue growth in the refined products terminal sector. This role will be responsible for identifying, developing, and closing new business opportunities, building strong relationships with key stakeholders, and contributing to the overall strategic direction of the company. The ideal candidate will possess a deep understanding of the refined products markets, including supply chains, logistics, and pricing dynamics, with a proven track record of sales success, along with exceptional communication and negotiation skills.

Responsibilities:

Market Analysis & Opportunity Identification:

- Conduct thorough market research and analytics to identify emerging trends, customer needs, and competitive landscapes within the refined products industry.
- Identify and evaluate potential new business opportunities, including new customers, markets, services, and emerging growth opportunities.
- Develop and maintain a strong understanding of industry regulations, pricing dynamics and their drivers, and supply/demand trends.

Business Development & Sales:

- Develop and execute strategic sales plans to achieve revenue targets and expand market share.
- Identify and qualify potential customers and prospects, including refineries, suppliers, fuel distributors, retailers, and other end-users.

- Prepare and deliver compelling sales presentations and proposals.
- Utilize negotiating skills to set terms and close contracts.
- Manage the sales pipeline and provide accurate sales forecasts.

Relationship Management:

- Cultivate and maintain strong relationships with existing and potential customers.
- Serve as a trusted advisor and provide exceptional customer service.
- Attend industry events, conferences, and trade shows to network and expand relationships.

Qualifications:

- Bachelor's degree in business, marketing, engineering, or a related field.
- Minimum of 10 years of experience in business development or sales within the petroleum products industry.
- Proven track record of achieving sales targets and driving revenue growth.
- Strong understanding of the refined products markets, including rail, truck, and pipeline supply chains, logistics, and pricing dynamics.
- Excellent communication, presentation, and negotiation skills.
- Skilled at building and maintaining strong relationships with key internal and external stakeholders.
- Ability to evaluate, analyze, and communicate the potential implications and financial impacts of commercial opportunities.
- Strong problem-solving skills.
- Proficiency in full Microsoft Office Suite.
- Ability to travel as required 15-20%.

Benefits:

- Competitive salary with annual eligibility for a bonus payout. Medical insurance, dental, vision, voluntary benefits and a fully paid Life Insurance and Short-Term Disability policy and generous 401k employer match.