



Director of OBC Service Strategy

Burckhardt Compression was founded in 1844 as a mechanical workshop and, in 2019, celebrated its 175-year anniversary. Today, Burckhardt Compression is a worldwide market leader for reciprocating compressor systems and the only manufacturer and service provider that covers a full range of reciprocating compressor technologies and services. In 2019, Burckhardt Compression acquired Arkos Field Services, based in Waller, TX, as its exclusive service provider in the United States.

Burckhardt Compression and Arkos are looking for an exceptional leader to join our team as Director of OBC (Other Brand Compressor) Service Strategy. The principal responsibility of the successful candidate will be to establish and execute a plan to significantly increase our service revenue on non-Burckhardt slow-speed reciprocating compressors in North and South America.

In addition to the requisite skills and experience, the ideal candidate will have a deep knowledge of the slow-speed reciprocating compressor industry in North America. Applicants should also have a proven record successfully managing and supporting teams at a leadership level and driving business improvements.

This position will report directly to the VP Downstream for Arkos Field Services and functionally to the VP North America of the Burckhardt Compression Services Division.

Key Responsibilities:

- Creating a detailed 3-year business plan which will include:
 - Internal analysis – existing capabilities and references
 - External analysis – industry analysis, competitive landscape, identifying potential industries and customers
 - Development of Vision & Mission, defining Goals and setting sales and profit targets
 - Define an Action plan – specific implementation details and resources required
- Executing the business plan by:
 - Working and traveling with the regional sales professionals to identify and create opportunities for OBC service work
 - Supporting Field Service work on OBC compressors with technical advice and/or direction on where to find solutions
 - Working with the Service Engineering group to ensure they have local resources available to fulfil local opportunities
 - Communicating results vs targets to top management
 - Collaborating with other global departments, including our head office in Winterthur, Switzerland, to ensure alignment of the strategy
 - Building a network of 3rd party suppliers and consultants to support service work on OBC compressors

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- Advising on future product development
- Identifying potential acquisition targets
- The success of the role will be measured by:
 - Service revenue increase on OBC compressors
 - Stable gross profit on OBC compressor service work
 - Growth of service jobs with new customers and compressors

Required Skills & Abilities:

- Bachelor's Degree in Engineering or Business Administration or related field or equivalent experience.
- 10+ years' working with slow-speed reciprocating compressors
- 5+ years of managerial experience.
- Deep knowledge of the reciprocating compressor industry in North America
- Highly proficient in business planning, measuring and communicating progress towards the plan, identifying roadblocks, and coming up with appropriate solutions.
- Excellent leadership and influencing skills; ability to build strong business partnerships both outside, and within the organization.
- Strong problem-solving skills such as prioritization, critical thinking and hypothesis development.
- Ability to travel overnight approximately 20-30%
- Highly professional and polished demeanor. Strong verbal/written communication and presentation skills; effective at delivering executive level presentations.
- Ability to successfully adapt in fast-growing and changing environments.