Daniel Okonkwo

Business Development Executive

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Summary

Business development executive with 5 years of industrial sales on the Texas Gulf Coast, closing $3.4M in new service contracts in 2025. Strong in negotiation, account management and pipeline forecasting in Salesforce, with presentation skills built in front of refinery and plant leadership. Self-motivated and organized across a 150-mile territory.

Experience

Business Development Executive

02/2023 - Present

Bayou Industrial Services Houston, TX

Inspection, cleaning and turnaround services contractor for refineries and chemical plants.

- **Win inspection and cleaning contracts with refineries and chemical plants, closing $3.4M in new business in 2025.**
- **Negotiate master service agreements and rate sheets with procurement teams while holding average margins at 32%.**
- **Maintain the Salesforce pipeline for 60 open opportunities, with quarterly forecasts landing within 10% of actual.**
- **Represent the company at 6 industry events a year, including turnaround and safety conferences, sourcing 40+ new leads.**

Account Manager

06/2021 - 01/2023

Gulf Coast Valve and Supply Pasadena, TX

Industrial valve and fitting distributor for plants and contractors.

- **Managed 85 plant and contractor accounts, growing valve and fitting sales from $2.1M to $2.8M a year.**
- **Visited 15 customer sites a week to walk down repair needs and quote replacement parts in Excel.**
- **Resolved delivery and warranty issues with the warehouse team and kept all top 20 accounts through 2022.**
- **Built a PowerPoint product training for plant buyers that led to 3 new stocking agreements.**

Education

Bachelor of Business Administration

05/2021

University of Houston Houston, TX

Marketing

Skills

- **Business Development**
- **Industrial Sales**
- **Negotiation**
- **Account Management**
- **Pipeline Forecasting**
- **Salesforce**
- **Excel**
- **PowerPoint**
- **Presentation Skills**
- **Self-Motivated**

Certificates

Transportation Worker Identification Credential (TWIC)

03/2023

Transportation Security Administration

Basic Orientation Plus

02/2026

Houston Area Safety Council