

Influential Women Showcases Trisha Griffith: Business Development Manager At HTX Products LLC

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-- Bringing More Than Two Decades of
Industry Experience to Business Growth,
Customer Relationships, and Industrial
Supply Solutions

Houston, Texas — Trisha Griffith is a Business Development Manager with more than two decades of experience in the oil and gas and industrial supply industry. Throughout her career at HTX Products LLC, she has played a key role in helping build the company from the ground up, contributing to its growth in distribution, customer support, and critical supply chain solutions for the energy sector.



With deep industry knowledge and a relationship-focused approach, Trisha has helped establish HTX Products as a recognized name in industrial sealing solutions. Her work centers on strengthening relationships with customers and suppliers, understanding the challenges they face, and ensuring they receive responsive and dependable support.

Trisha is widely recognized for her strong work ethic, responsiveness, and reliability. Known for being highly accessible to customers and partners, she consistently makes sure inquiries are addressed promptly and operational needs are handled without unnecessary delays. Her commitment often extends beyond standard business hours, as she remains available on weekends and during urgent situations when customers require immediate assistance.

For Trisha, being dependable is not simply a professional expectation—it is a fundamental part of how she does business.

Building a Career on Showing Up

Trisha attributes her success to always showing up and dedication. She works day in and day out, and even today, she is often the last person to log off her computer. She answers the phones on weekends and does not turn work off easily.

Her team is very small while handling a very large account for the business, and Trisha understands that it takes people who are willing to consistently put in the work to help a company grow.

In her industry, she believes responsiveness can make a significant difference. Customers need to know that someone will answer when they call and that their needs will be addressed quickly.

“You have to have somebody who always answers the phone” is the philosophy that has guided Trisha’s approach. In a competitive industry, she believes being quick, available, and dependable can be what ultimately earns and retains business.

People who work with Trisha know that when they call or email her, she will respond and make sure the matter is taken care of. That consistency has helped her establish trust with customers, coworkers, suppliers, and other industry partners.

Her expertise is another important part of the value she brings to her role. Trisha has developed a strong understanding of the products, customers, and operational demands within the industry, earning the respect of those around her.

Relationships at the Center of Business Development

Throughout her career, Trisha has placed significant importance on relationships. In a market where customers and professionals frequently move between organizations, she understands that strong professional relationships can provide stability and long-term value.

Trisha believes customers are more than transactions. They are relationships that require time, trust, communication, and investment.

Her approach includes investing time in customers, suppliers, and coworkers while taking the time to understand their needs. She believes listening is just as important as speaking, particularly when trying to understand what a customer is actually looking for.

That relationship-driven philosophy has been especially important in a highly competitive commodity market, where products can overlap, and customers have numerous options. Trisha’s ability to build trust and remain consistently available gives her and her organization an important advantage.

Growing in a Traditionally Male-Dominated Industry

The best career advice Trisha has received is to let her work speak for itself, continue learning, and never be afraid to step into opportunities—even when entering spaces traditionally dominated by men.

Her career reflects that philosophy. Rather than spending energy trying to prove herself to the wrong people, Trisha believes professionals should focus on developing expertise, delivering results, and allowing the quality of their work to establish their reputation.

She encourages young women entering the industry to know their products and understand what they are selling. Product knowledge, she believes, is fundamental to building credibility.

At the same time, women need to understand their customers' problems and develop relationships that extend beyond individual transactions.

Trisha also encourages women to speak up at the table. Being the youngest person in the room or being a woman does not make someone's perspective less valuable. She believes women should share their ideas, contribute their perspectives, and trust that their experiences have something meaningful to add.

Advice for the Next Generation

For young women entering her field, Trisha emphasizes the importance of developing a thick skin. The industry can be direct, and there can be a lot of rough edges. She advises women not to take everything personally while also understanding that professionalism does not mean tolerating disrespect.

Mentorship is another priority for Trisha. She encourages young professionals to find mentors and advocates who will teach them, challenge them, and help open doors.

She believes women should seek mentors who have integrity and experience, particularly individuals who can understand their backgrounds and aspirations. A strong mentor can provide knowledge, perspective, encouragement, and opportunities that can help accelerate professional growth.

Trisha also emphasizes the importance of protecting one's reputation. Keeping one's word, remaining honest, admitting mistakes, and working through problems are essential qualities for anyone who wants to build a lasting career.

Most importantly, she encourages young women to remember that career success should not come at the expense of personal well-being.

"Build your career, but also enjoy life" is an important part of Trisha's philosophy. She believes women should not sacrifice their relationships, happiness, or health entirely for work.

Navigating a Competitive and Changing Market

Trisha recognizes that the industrial supply industry faces significant challenges. Because she sells a commodity product, the market is highly competitive, with numerous companies offering overlapping products and services.

Tariffs and changing political and economic factors have also created challenges by affecting pricing, costs, and customers' ability to purchase products. In such an environment, strong relationships can become an even more important differentiator.

The market's saturation also means customers have multiple options, making loyalty and trust critical components of business development.

At the same time, Trisha sees substantial opportunities ahead. After years of putting their heads down and doing the work, she believes HTX Products has reached a point where the company has become increasingly recognizable within the industry.

The organization has built a name and developed a marketing platform that has helped increase its visibility. Now, Trisha sees an opportunity to take that foundation and invest even more heavily in customer relationships, industry outreach, and community involvement.

Her vision is centered on continued growth, stronger networks, and deeper relationships throughout the market.

The company's long-term ambition is significant: to continue growing, pursue strategic opportunities, potentially acquire competitors, and establish an increasingly strong position within the market.

Loyalty, Accountability, and Long-Term Commitment

Reliability and accountability are among the most important values in Trisha's professional life. She has remained loyal to the companies she has worked for, even in an industry where professionals frequently move from one organization to another.

That loyalty has been especially meaningful throughout HTX Products' development. Trisha and her team built the business from the ground up, and there were times when it would have been easier to walk away when there was not much activity or immediate return.

Instead, Trisha continued putting her head down and working.

Her strong work ethic has remained consistent throughout that process, and seeing the company grow has become one of the most meaningful achievements of her professional journey.

For Trisha, commitment means staying present through difficult periods as well as successful ones. It means taking accountability, following through on promises, and continuing to invest in something even when the results are not immediate.

A Life Built Around Growth

The same principles that guide Trisha professionally also influence her personal life. Trust and commitment are deeply important to her, and family remains a major priority.

She is also committed to self-improvement and personal growth. Fitness has been an important part of her life, particularly because she competed for many years. The discipline, dedication, and hard work required through that experience have carried over into her professional mindset.

For Trisha, success is ultimately about more than business growth. It is about showing up, keeping promises, building meaningful relationships, continuing to learn, and remaining committed to the people and organizations she values.

As she looks toward the future, Trisha Griffith remains focused on expanding HTX Products' presence, strengthening customer and supplier relationships, and continuing to build on the foundation established through years of consistent work. Her career demonstrates the value of reliability in an industry where responsiveness matters, relationships can determine business opportunities, and reputation is built one interaction at a time.

Learn More about Trisha Griffith:

Through her Influential Women profile: <https://influentialwomen.com/connect/Trisha-Griffith>

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