



CURRENT OPENING

Product Line Manager

Location: Orem, Utah

Posting Date: 11/04/2020

Reports to: Operations Manager/Plant Manager

FLSA Status: Salary

Close Date: 12/04/2020*

Looking for a job with stable hours, great benefits, and long-term security? Join our fantastic team!

We offer a work environment that values safety and team input, and provides opportunities to gain skills and grow your career.

ABOUT THE JOB

Product Line Manager for the Perfect Pipe, Perfect Manhole and concrete protective liner (CPL) sales. Scope of duties includes developing product launch strategy, handling incoming sales inquiries and targeting product line promotion at the design and bid phases of construction. Assists with the promotion of lined products to consulting engineers, agencies, municipalities, precasters and contractors in the United States.

ESSENTIAL FUNCTIONS & MAJOR RESPONSIBILITIES

- This position involves selling and promotions of Geneva Pipe & Precast Perfect Manhole, Perfect Pipe and CPL products to owners, engineers, precasters and contractors.
- Develops the Value Proposition for each of the three products.
- Responsible for developing the price point and discount strategy of the product offer.
- Responsible to track upcoming project opportunities and getting the appropriate product specified in the design phase of construction.
- Responsible to track upcoming bidding opportunities and if the CPL products are not specified RFI the engineer to seek approved as equal listing prior to bid time in the construction documents.
- Responsible for developing and proposing market entry strategies for the non-Utah market.
- Recommending and attending trade shows to promote the CPL products.
- Occasional travel may be required.
- Assist Marketing Department in identifying additional website content.
- Assist Marketing Department on a drip strategy for promoting the CPL product line in the design phase of construction.

- Reviews and monitors page view data monthly.
- Performs technical presentations and workshops both to the specifying community as well as internally to educate employees.
- Attends trade shows marketing the CPL product line.
- Other duties may be assigned.

EDUCATION & EXPERIENCE

- Four-year undergraduate degree preferred.
- Or minimum of 2 years' experience in related field.
- Past experience in project management / coordination, estimating, plan and specification review, general or civil construction, product development, lead or management skills, is not necessary but helpful.
- Prior manufacturing experience helpful.

KNOWLEDGE, SKILLS & ABILITIES

- Ability to write routine reports and correspondence, including proficiency in business correspondence and spelling/grammar.
- Ability to speak effectively before groups of customers or employees of organization. Listens and gets clarification.
- Must be able to read and interpret engineering drawings and specifications.
- Must work and communicate well with peers, and other plant personnel.
- Must be proficient in Microsoft Office products used by the company.
- Must have a basic understanding of civil engineering and surveying terms and methods.
- Must be strong in math skills
- Must possess a strong work ethic as well as strong organizational and time management skills.
- Ability to perform essential job duties with or without reasonable accommodation and without posing a direct threat to safety or health of employee or others.
- Ability to comfortably discuss Perfect Pipe/Manhole systems with design engineers

Full list of anticipated physical demands for this position and detail on our work environment is available on our application portal. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

TO APPLY

Sound like the job for you? [Click here](#) to apply online.

Our organization maintains a drug-free workplace. Except where prohibited by state law, all offers of employment are conditioned upon successful passing of a drug test and background check.

Northwest Pipe Company is committed to equal employment opportunity and affirmative action. Minorities, females, veterans, and individuals with disabilities are encouraged to apply.

Northwest Pipe Company reserves the right to close the position, with or without notice, if a qualified candidate is identified prior to the close date.