



# Technical Concrete Product Sales Manager Concrete Products

*Location: Orem, Utah*

Posting Date: 01/04/2021

Reports to: Vice President/GM of Geneva Pipe

FLSA Status: Salary

Close Date: 02/04/2021\*

Looking for an exciting opportunity to cultivate a revolutionary product on a nationwide level and be part of a financially strong, growing and expanding organization?

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

## **ABOUT THE JOB**

Technical Product Sales Manager for Perfect Pipe, Perfect Manhole and concrete protective liner (CPL) sales. Scope of duties includes developing and successfully executing product launch strategy, handling incoming sales inquiries, product promotion at the design and bid phases of construction. Drives the promotion of lined products to consulting engineers, agencies, municipalities, precasters and contractors in the market outside of Utah.

## **ESSENTIAL FUNCTIONS & MAJOR RESPONSIBILITIES**

- Develop an understanding of the marketplace, industry trends, and technical nuances of product offerings
- Responsible to maintain relationships with identified key contractors, consulting engineers, and project owners in assigned territory
- Responsible to track current projects and identify new project opportunities within assigned territory. If the CPL products are not specified, RFI the engineer to seek approved as equal listing in the construction documents prior to bid time
- Responsible for developing the price point and discount strategy of the product offer
- Bid all CPL product projects within assigned territory. Attend pre-bid meetings and bid openings. Meet with contractors pre-bid to define scope of work
- Responsible to implement technical marketing programs to ensure our competitive position is advanced.
- Responsible for developing and proposing market entry strategies for the non-Utah market
- Identify potential customers throughout the market area to generate new business

- Conduct technical presentations and workshops to the owners and specifying community, as well as internally to educate employees
- Recommend and attend trade shows to promote the CPL products
- Occasional travel may be required
- Other duties may be assigned

## **EDUCATION & EXPERIENCE**

- College degree or three years sales experience in similar (Concrete) or related field is highly desired
- 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 extremely helpful
- Municipal sales experience is preferable
- Experience developing a successful marketing strategy for taking a new product to market will be highly regarded
- Prior manufacturing experience with concrete is 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, surveying terms and methods particularly in the field of infrastructure products
- 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.*