



CURRENT OPENING

Technical Sales Engineer

Location: Orem or Salt Lake City, UT

Posting Date: 9/13/2021

Reports to: VP of Sales

FLSA Status: Exempt

Close Date: Until filled*

Let's get to work!

Interested in rewarding work experiences where you can thrive personally and professionally? How about peace of mind knowing that you are part of a valued team in a growing organization?

Come be part of our team!

ABOUT THE JOB: This technical role will work with customers, engineers, and municipal & county owners to understand the value and use of our many product lines. Responsible for developing, maintaining, and improving relationships and specifications with key influencers and users. Leads the implementation of our technical marketing program that aligns with the strategic vision of the organization. This individual works closely with the other departments in the Company as part of a team to ensure our growth and continued success as a company and as an industry. Must embrace and support core values Accountability, Commitment, and Teamwork

ESSENTIAL FUNCTIONS & MAJOR RESPONSIBILITIES

- Develop, maintain, and improve relationships with the engineering and specification community in all viable markets.
- Identify new and existing products that require an educational and promotional focus and develop a marketing plan to maximize all product lines.
- Work with Sales Manager to coordinate sales team marketing efforts as needed to accomplish corporate strategic directional goals.
- Monitor and analyze market trends.
- Develop expertise on all our products and services in order to effectively promote and educate the user community.
- Plan, implement and manage trade shows and conferences
- Maintain financial responsibility for individual marketing budgets as needed.
- In conjunction with the Geneva Pipe & Precast management team and the Director of Engineering, develops and coordinates implementation of our agenda at Industry associations such as ACPA, APWA, MSCPA and any related activities.
- Other duties as assigned

EDUCATION/EXPERIENCE

- Bachelor's Degree in Engineering is preferred.
- Three to five years' experience in a field marketing position is preferred.
- Prefer experience marketing technical products.
- Experience in municipal/public works/government level planning is helpful.
- PE is preferred and highly regarded.

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.