



## CURRENT OPENING - Technical Sales Representative

**Posting Date:** 07/24/2018

**Job Locations:** St. Louis, MO

**Reports To:** Sales Manager

**Close Date :** 08/31/2018\*

**FLSA:** Exempt

**Travel:** 50+%

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Northwest Pipe Company (NASDAQ: NWPX) is a North American leader in the manufacturing of welded steel pipe. With over 50 years in the business, we provide the highest quality products, at competitive prices, with top-notch support. Enhancing our product offerings is the proprietary Permalok® steel casing pipe, a proprietary interlocking push joint system that eliminates the need to field butt-weld traditional plain-ended steel casing pipe. [www.nwpipe.com](http://www.nwpipe.com)

Becoming part of the Northwest Pipe team means embracing and demonstrating our core values, which includes *Accountability*, *Commitment* and *Teamwork*. Employee safety, customer satisfaction and manufacturing quality products are our highest priorities.

We are looking for dynamic, energetic and career-minded people who can make a difference and will immediately contribute towards taking our company to the next level.

### **SUMMARY OF JOB PURPOSE:**

This position involves the selling and promotion of Permalok products to owners, consulting engineers, railroads, DOT, municipalities, developers, and contractors. Travel within the United States and Canada will be required.

### **ESSENTIAL FUNCTIONS AND MAJOR RESPONSIBILITIES:**

- Identifies, develops and maintains relationships with key trenchless engineers, contractors, project owners, major railroads and DOT.
- Independently engages in promotion of Permalok to the higher-level owners, railroads, DOT, engineers and contractors.
- Proven track record of gaining product acceptance, modifying specifications and developing bid opportunities.
- Develops and maintains relationships with key customer base at the C-suite level.
- Develops, understands and utilizes knowledge of competing products to convince owners and engineers to specify Permalok in a competitive manner.
- Tracks future project list and identifies new project opportunities.
- Proven ability to understand business objectives and implementing plans to exceed expectations.
- Routinely implements technical marketing programs to obtain competitive specifications for the design and use of Permalok for trenchless applications.
- Commands a working knowledge of product offerings for the industry standards, linings, coatings, end configurations, diameter options, pressure calculations, trench calculations, construction means and methods.
- Makes regular sales calls on customers in person and effectively builds strong working relationships that lead to future sales.
- Monitors execution of contract to retain a satisfied customer base.
- Identifies potential customers throughout market area to generate new business.
- Identifies, develops and executes project/product development plans to completion including field support and future business planning input.
- Participates in industry trade and technical activities.
- Maintains understanding of the marketplace and industry trends to develop technical promotional plan that effectively targets specific projects in the market.
- Provides management with timely and accurate call reports and itineraries.
- Attends pre-bid meetings as assigned.
- Once skills are developed, provides technical presentations at industry conferences or consulting engineers demonstrating knowledge and expertise in the industry.

**KNOWLEDGE, SKILLS, ABILITIES:**

- Ability to read and interpret construction documents such as safety rules, operating and maintenance instructions, procedure manuals, and other information given by sales team members.
- 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.
- Ability to calculate figures and amounts such as discount, interest, commissions, proportions, percentages, area, circumference, and volume.
- Ability to apply concepts of basic algebra and geometry.
- Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form.
- Uses intuition and experience to complement data given.
- Gathers and analyzes information skillfully.
- Takes independent actions and calculated risks.
- Displays original thinking and creativity to meet challenges with resourcefulness.
- Proficient in the use of Windows, Excel, MS Access, Word.
- Proficient in the use of NWP information systems such as PTS and Track.net.
- Excellent organizational skills: prioritizes and plans work activities, uses time quickly, sets goals and objectives, organizes or schedules other people and their tasks to meet deadlines.
- Must be detail oriented and able to multi-task.
- Demonstrates accuracy and thoroughness while working quickly.
- Reacts well under pressure.
- Monitors own work to ensure quality.
- Looks for ways to improve productivity and promote quality.
- Applies feedback to improve performance.
- Holds industry accredited certifications such as NACE, AWS and/or any other construction management related course work as determined by the manager.

**EDUCATION/EXPERIENCE:**

- College degree and 5+ year's sales experience highly desired.
- Trenchless, Municipal and or Heavy Highway sales experience preferable.
- 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.

**PHYSICAL DEMANDS/WORK ENVIRONMENT:**

Individuals in this position will be in a climate-controlled environment lighting with traditional office equipment as found in any typical office environment. Individual duties are primarily sedentary. The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Ability to work at a computer for long periods of time.
- Project timelines and work volume / deadlines may often require working outside of standard office hours, weekend or evening work, and travel to complete essential duties of this job.
- Regular, reliable and predictable attendance is necessary in order to perform the essential functions of this position.
- Ability to operate a motor vehicle or to have transportation available to accomplish essential job duties and related travel.
- Must have mental processes for complex reasoning, remembering, mathematics and language ability (reading, writing, and speaking the English language) to perform the duties proficiently.
- Ability to carry out instructions furnished in written, oral, or diagram form and to solve problems involving several variables.
- Ability to stand, walk, stoop, kneel, crouch, and climb as well as manipulate (lift, carry, and move) up to 50 pounds. Including physical ability to move 50lb wheeled crates to setup/tear down trade show exhibits
- Requires good hand-eye coordination, arm-hand-finger dexterity with the ability to grasp, and visual acuity to use a keyboard and operate necessary equipment.
- The noise level in the work environment is normally moderate.
- Primarily operates in an office environment but may be exposed to a wide range of temperatures while traveling.
- Extensive travel at times to include weekends.

- Must wear PPE (i.e. Hardhat, earplugs, protective eyewear, and reflective vest) when on job site or in the manufacturing areas.

### **HOW TO APPLY**

**If you are interested in (and qualified for) this position, please send your resume to [permalokcareers@nwpipe.com](mailto:permalokcareers@nwpipe.com) or you may apply in person.**

*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.*

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

\*If candidates are not identified in applications received by 08/31/2018 – position will remain open until filled but may be closed at anytime on or after 08/31/2018 with or without notice.