



## SALES REPRESENTATIVE – EAST COAST/MID ATLANTIC IMMEDIATE OPENING

Pipes – Big Pipes – Water Transmission, Cement Lined, Configurable

We are looking for an Outside Sales Representative with actual experience selling directly to Municipal Contractors and Municipal Owners, not just a broker in a sales office. Must demonstrate a track record of building relationships to assist in development of specifications, project design evaluations, and to ensure products are specified properly. Must communicate well with Engineers, Contractor Estimators and Project Managers, Engineering Design Firms, Municipal Program Managers and Project Managers, and folks who are ready to learn more about the great products and services we offer.

Territory is the primarily areas from Boston to DC with some other customers in the region

**Candidates may live along the East Coast – Mid Atlantic region**

### **Specific Responsibilities:**

- Maintains relationships with identified key contractors, consulting engineers, and project owners in assigned territory.
- Tracks current project list within assigned territory and identifies new project opportunities within assigned territory.
- Implements technical marketing programs to ensure that our competitive position is sustained or improved.
- Makes regular, in person, sales calls on customers identifying new project opportunities and furthers Northwest Pipe's position in the market place.
- Identifies potential customers throughout market area to generate new business.
- Participates in industry trade and technical activities.
- Conducts technical presentations and workshops.
- Develops an understanding of the marketplace, industry trends and technical nuances of product offerings.
- Provide management with timely and accurate call reports and itineraries.
- Bid all NWP Water Transmission jobs within your assigned territory. Attend pre-bid meetings, bid openings. Meet with contractors prior to bid defining scope of supply.
- Quotes, submittals, bond issuance, and order entry as required.

### **Education / Experience / Certificates, Licenses, Registrations:**

- College degree and three years sales experience highly desired.
- Municipal sales experience preferable.
- 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.

### **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)

*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.*

*Additionally final candidate will need to pass a criminal background and motor vehicle driving record 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** (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. Becoming part of the Northwest Pipe team means embracing and demonstrating our core values, which include: Accountability, Commitment and Teamwork. Employee safety, customer satisfaction and manufacturing quality products are our highest priorities.

\* If candidate is not identified in applications received by 02/28/2019, position will remain open until filled but may be closed at anytime on or after 02/07/2019 with or without notice.