Northwest Pipe Company (NASDAQ: NWPX) is a North American leader in the manufacturing of welded steel pipe and tube. 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 of Accountability, Commitment and Teamwork (ACT). Employee safety, customer satisfaction and manufacturing quality products are our highest priorities.

NWP is 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. **We currently have one opening for an Outside Sales Representative at our Orem, UT manufacturing facility. There are no relocation funds or employment sponsorship available for this position.**

**SUMMARY OF JOB PURPOSE:**
Primary point of contact for emerging products including lined precast concrete products. Includes helping with product launch, selling, and promotion of lined products to owners, consulting engineers, agencies, municipalities, developers, and contractors in the western United States.

**JOB SCOPE:**

- This position involves selling and promotions of Geneva Pipe & Precast lined products to owners, engineers, and contractors.

- Responsible for the accuracy of own estimates.

- Responsible for the timely completion of own estimates.

- Responsible to track upcoming regional bidding opportunities.

- Occasional Interstate travel may be required.

**ESSENTIAL FUNCTIONS AND MAJOR RESPONSIBILITIES:**

- Marketing and selling Perfect Pipe and Perfect Manholes in the western United States.

- Identifies and tracks new jobs/customers that will match up with parameters of Perfect Pipe and Perfect Manholes.

- Complete accurate cost estimates for the above jobs/customers.

- Manages estimates/open jobs for multiple projects simultaneously.

- Maintains relationships with identified key contractors, consulting engineers, and project owners in assigned territory.
• Makes regular, in person sales calls on customers identifying new project opportunities and furthers Geneva Pipe’s position in the market place.

SECONDARY RESPONSIBILITIES:

• Assist Marketing Department including helping conduct technical presentations and workshops.
• Other duties may be assigned.

INTERPERSONAL CONTACTS:

• Interacts with plant management and marketing, operations, sales representatives and Sales Manager on a daily basis to effectively bid projects.
• Communicates with material suppliers and company purchasing group to obtain product quotes that conform to industry standards and project specifications.

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 posting a direct threat to safety or health of employee or others.
• Ability to comfortably discuss Perfect Pipe/Manhole systems with design engineers.

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.

PHYSICAL DEMANDS/WORK ENVIRONMENT:

The physical demands described here are representative of those that must be met by an employee to successfully perform 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.
- 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, move) up to 50 pounds.
- 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.

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 could encounter while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- While performing the duties of this job, the employee could be exposed to moving mechanical parts.
- The employee could be exposed to outside weather conditions.
- The employee could be exposed to wet and/or humid conditions; high, precarious places; fumes or airborne particles; and toxic or caustic chemicals.
- The noise level in the plant area is usually loud.
- Personal Protective Equipment is required when in the Plant, Yard or Construction Areas.

HOW TO APPLY: If you are interested in applying please use the link below to directly apply.

https://prd01-hcm01.prd.mykronos.com/ta/6079263.careers?ApplyToJob=1812225426

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.