

ENGINEERING SALES CONSULTANT - UTAH

Position Profile

The “Engineering Sales Consultant’s (ESC) primary responsibility is to manage and lead the sales/revenue growth for Concrete Stabilization Technologies (CST), URETEK and other Specialty Products, in Utah territory. The ESC is expected to create a sales environment that promotes customer satisfaction, high standards of service, teamwork, and continuous improvement.

Accountable for achieving defined profitability targets and sales volumes, the ESC will forecast sales of URETEK Products within his/her territory, and create and manage sales programs with specifiers, managers, contractors and other end use customers to drive business growth. The ESC will provide routine reports on results and activities. The ESC will effectively utilize resources to increase business, achieve margin objectives and provide excellence to customers. Compensation is subjective, base salary and draw will transition to commission sales after 1 year

Responsibilities

- Develop URETEK and Specialty Product sales in defined territory and market segments to ensure maximum market penetration. This includes negotiating contracts and establishing pricing plans to maximize volume and profit
- Manage CST interface with each prospect or customer. This includes setting and managing volume expectations, negotiating product pricing, and ensuring effective market penetration
- Ensure close coordination with the other Sales Consultants and develop annual marketing plans to optimize pricing and volume objectives consistent with corporate sales goals.
- Develop and manage sales demos and presentations for specifiers, managers, contractors and end use customers to insure effective marketing for the products.
- Identify and develop target markets outside the traditional business targets. Develop Potential Strategic Alliances with complimentary allies in our industry
- Manage local and state code/regulatory issues affecting the sale and utilization of URETEK and Specialty Products.
- Develop Specifications which differentiate URETEK products, and promote Proprietary feature of these products.
- Promote enthusiasm for and belief in the product advantages that URETEK brings the Number One product to the Concrete Lifting, Stabilization, and Water Sealing Markets.
- Support marketing and sales training efforts for the URETEK and Specialty Products, write proposals, negotiate sales, coordinate with production, and follow up for warranty work
- Collect feedback from customers and compile written reports for management updates.

Desirable Qualifications

- Self Starter, Innovative, open to new ideas, highly motivated, and keeps skills up to date
- Background as Civil, Structural, Geotechnical Engineering, or related experience.
- Previous success as a sales manager (5+ total years of experience) producing a consistent track record for business growth

- Previous success as a concrete sales person (experience) meeting or exceeding quota on regular basis, demonstrated a multi-year track record of successfully selling products, solutions, services and support
- Ability to identify and set-up sales channels
- Understands and can leverage the different skills and techniques required to sell value added products to the construction industry
- Ability to interact effectively with architects, builders, engineers, owners and managers.
- Familiarity with generating product specifications
- Good professional presentation skills with ability to utilize computer tools for technical sales presentations
- Strong people skills with ability to interface well with all levels of the industry
- Communicates in a direct manner, is comfortable giving and receiving criticism and praise and is coachable
- Willingness to stay ahead of the industry challenge curve for new products and technology
- Affiliation and participation with Professional Trade Groups or other key concrete industry organizations
- Fits in well with the overall CST corporate culture. Embraces our values: character, personal excellence, relevant innovation
- Can work independently or as a team player, understands that when the team wins, he/she wins also
- Can balance the need to be the champion for the customer with the needs of the company
- Well organized, plans in advance, establishes priorities, good time management skills
- Willing to travel as necessary to develop sales network and customer relationships.