



## Regional Sales Engineer

**Position Title:** Regional Sales Engineer

**Territory:** Midwest Region

**Reports To:** Director - Sales

DuroTerra, LLC provides our engineering and contracting customers with unmatched technical and construction support to evaluate project feasibility, develop designs and efficiently install our systems (currently Ductile Iron Piles). The role of the Regional Sales Engineer is to provide greater geographic reach and more local/regional presence to the direct sales, marketing and support activities of the company with the overall goal to increase brand awareness and grow sales.

### **Position Requirements:**

Successful candidates must possess the following:

- Civil Engineering Educational Background (BS required, MS preferred)
- Geotechnical industry experience via consulting, specialty contracting or material sales
- 6 to 10+ years geotechnical industry experience required
- Professional Engineer (P.E.) licensure preferred
- Demonstrated track-record of sales growth while adhering to the company mission, vision and plan
- Ability to communicate well (written and verbal) to all types of customers (technical, contracting, owners, etc)
- Desire to perform frequent travel to pursue sales opportunities and customer support
- Self-motivated, self-managed and driven approach to professional career
- Passion to serve customers

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## Responsibilities:

Position responsibilities include the following project life cycle activities:

- Perform marketing and prospecting activities to generate project leads, including weekly sales calls / presentations, phone calls, conference participation, industry meetings, etc.
- Relationship development with and technical training for specifiers (geotechnical engineers, structural engineers, design/build specialty contractors) in your region.
- Strengthen relationships with *existing* specialty contracting customers within your region.
- Identify and develop relationships with *new* specialty contracting customers who display DuroTerra values for quality and integrity.
- Qualify project opportunities by gathering technical project information and performing preliminary engineering evaluations.
- Support qualified opportunities to achieve product specification/recommendation in geotechnical engineering reports and bidding documents.
- Perform quantity estimates and quoting for customers
- Close sales opportunities
- Assist with coordination of material delivery
- Work with contracting customers to trouble-shoot field problems
- Track business metrics and provide forecasting information to company leadership
- Support regional marketing initiatives in coordination with headquarters marketing staff to drive brand and technology awareness and expand customer relationships.
- Identify opportunities in the region for expansion into other products and/or services that are aligned with company vision and can lead to growth
- Develop a personnel plan and execute with HR.

## Goals:

- Provide immediate and impactful increase to regional marketing and sales efforts tracked by agreed-upon metrics
- Increase project opportunities (leads), quoting and sales for the region to agreed-upon targets
- Increase the geotechnical specialty contracting customers for the region
- Contribute to the overall success of the company through teamwork, vision and hard work.