Geotechnical/Business Development Engineer

Foundation Technologies, Inc., a family-owned construction material supplier located in Lawrenceville, GA has an immediate opening for a Business Development Engineer to join our team to support our Helical Pile & Anchor Division. This position will work closely with engineering consultants and contractors providing engineering expertise and problem-solving advice. The ideal candidate is trustworthy, has a strong work ethic, is personable, detail oriented, possesses a positive attitude and is a strong verbal and written communicator.

Primary Responsibilities:

• Deliver overall customer service & satisfaction
• Interface with Engineers & Contractors to determine project requirements and provide any necessary technical assistance or service.
• Provide product support for multiple projects. Consistently follow up on projects
• Prepare detailed written design recommendations and associated material quotes
• Provides project support for submittals, production and product delivery during construction.
• Performs plan takeoffs in conjunction with quotations and orders, prepares quotations, develops shipping schedules, writes and submits orders.
• Maintain contact with manufacturing to coordinate orders, inventory, shipping and delivery matters
• Conducts educational presentations and obtains favorable specifications for our products.
• Develops and maintains statistical data on competitors' products, quality, sales, pricing, and limitations.
• Interfaces with customer representatives to ascertain project requirements and provide any necessary technical assistance or service. Travel for the purposes of educating both contractors and engineers on Helical applications.
• Build and maintain business relationships with clients by providing prompt, courteous, and accurate service so as to promote customer loyalty and satisfaction.

Qualifications:

• PE license preferred
• BS or MS in Civil or related engineering field; or its demonstrated equivalent
• 4 years Civil/Geotechnical or Structural experience
• Ability to prepare and review standard engineering documentation
• Computer proficiency (Microsoft Office, basic CAD)
• Strong communication skills (both written and oral) are a must
• Strong customer service experience and a positive attitude
• Problem Solver
• Previous experience selling construction materials a plus
• Willingness to travel throughout Southeastern U.S. up to 20%

Application Instructions
If interested, please send resume and cover letter to Human Resources at HR@foundationtechnologies.com