

## Sales Engineer

### Overview

Foundation Technologies, Inc. is a family-owned manufacturer & distributor of deep foundation construction products. Contractors & engineers rely on our industry leading technical expertise, field support and product expertise for a wide range of high-quality deep foundation solutions. FTI has tight-knit family culture, where team members are empowered to accomplish their goals in an atmosphere of strong support professionally & personally.

### Major 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
- Prepare detailed material take-offs and quotes for various pile and anchoring projects for contractors upon bid phase
- Prepare CAD drawings & submittal packages
- Develop information on competitive price situations
- Maintain engineering processes and procedures
- Travel for the purposes of educating both contractors and engineers on Helical applications
- Build and maintain business relationships with customers by providing prompt, courteous, and accurate service to promote customer loyalty and satisfaction.
- Conduct educational presentation through Lunch and Learns and Webinars
- Interface with customer service representatives

### Qualifications

- BS or MS in Civil, Geotechnical or Structural engineering; or its demonstrated equivalent
- EIT or PE certification preferred but not required.
- 5 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
- Works well with diverse group

### Skills

- High ability to build and strengthen relationships
- Naturally Curious, resourceful and eager to learn
- Self-awareness/High Emotional Intelligence
- Excellent verbal communications and presentation skills
- Excellent business writing skills
- Organizational skills including ability to manage small details
- Work expertly with FTI team; operations, marketing, sales, service and management
- Flexible and ability to react quickly to a changing prospect and customer needs
- A positive, solution-oriented attitude and mindset

### Requirements

- Full-time position
- Travel 25%

### What to Expect

The Sales position is perfect for an experienced engineering professional who would like to use their technical knowledge in a more outward/customer focused manner. The new Sales Engineer will be a deeply valued, respected and compensated with no limits to the level of success achievable.

### Compensation and Benefits

- Excellent base pay (based on experience)
- FTI covers Medical Insurance 100% personal + 50% of dependents;
- Dental & Vision Insurance options
- 10 Paid Holidays
- Wellness & Vacation Days
- Simple IRA with FTI match up to 3%
- Corporate credit card for business needs (gas, lodging, travel, etc.)
- Work/Life Balance
- Phone Allowance
- Company Vehicle (Grand Jeep Cherokee 2021 Full Package)

### FTI Company Core Values/ Culture:

- Customer Focused
- Help First
- Hardworking
- Trustworthy
- Southern Hospitality
- Subject Matter Expert



<https://www.foundationtechnologies.com/company/culture/>

Foundation Technologies, Inc. offers a competitive salary commensurate with experience and an excellent benefits package. To apply, send resume & cover letter to: [hr@foundationtechnologies.com](mailto:hr@foundationtechnologies.com)