

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 both professionally & personally.

This Sales Engineer position is responsible for developing, tracking and creating new and existing customer relationships in the deep foundation construction segment in Southern California, Arizona, Southern Utah and Southern Nevada. The Sales Engineer will also create relationships with leading Geotechnical and Structural Engineers and other specifiers of deep foundation materials. It's the responsibility of Sales Engineer to identify and track deep foundation projects and educate design influencers. The ideal candidate will have the ability to understand and drive sales from the relationship between engineer/specifier, general contractor and deep foundation subcontractor.

Major Responsibilities

- Grow customer base by prospecting new clients & nurturing leads within territory and/or market segment.
- Earn business by using a consultative, relationship-based approach
- Work closely with FTI team, to evaluate opportunities, identify competitive advantages and weaknesses, stay current with industry products and trends.
- Understand the nature of projects and timing. Address the respective territory from a position of knowledge.
- Work closely with FTI operations department to forecast product/inventory need. Communicate product availability to clients with the goal of building trust and loyalty.
- Expert marketplace and sales data management. Track all work with the understanding of closing-the-loop on project and relationship information and data.
- Researching, qualifying and making/conducting appointments and presentations to win business with new and existing deep foundation contractors in a variety of segments including industrial, commercial, civil construction and marine construction.
- Attend industry events and meetings, join & contribute to industry related associations; Participate in trade shows and conferences
- Analyzes the territory/market's potential and determines the value of existing and prospective customers' value to the organization.
- Perform project takeoffs submit quotes & follow up to close out projects
- Answer technical and non-technical questions about multiple products
- Quickly solve customer problems and complaints
- Plans and organizes personal sales strategy by maximizing the Return on Time investment for the territory/segment

Qualifications

Education / Experience:

- The ideal candidate will have a demonstrated expertise based on a minimum of five years of experience in construction related field.
- Experience in giving presentations to prospects, influencers and clients with audiences up to 20.
- Experience with maintaining accurate and detailed marketplace data with CRM.
- Experience and proven ability to provide best-in-class client services while successfully closing new business and expanding customer base.
- Civil Engineering degree not required but preferred

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
- Proficient in MS Word, Powerpoint, Excel and a typical CRM (salesforce, Zoho, etc)
- 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 >50%
- Vehicle in excellent condition (see Compensation and Benefits below)
- Highly preferred that candidate reside in Northern California

Compensation and Benefits

- Excellent base pay (based on experience) + Variable compensation component
- 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.)
- Car allowance
- Phone Allowance

What to Expect

The Sales Engineer position is perfect for an experienced Engineer professional who wants to take the next big step. The new Sales Engineer will be a deeply valued, respected and compensated with no limits to the level of success achievable.

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