



## Specialty Technical Sales

### Overview

Foundation Technologies, Inc. is a family-owned manufacturer & distributor of deep foundation construction products. Contractors & engineers rely daily on our best-in-class products, industry leading technical expertise, and on the ground field support for a wide range of deep foundation applications. A 7x consecutive recipient of Great Place to Work®, FTI has tightknit family culture, where team members are deeply cared for and empowered to work in their highest and best gifting in atmosphere that supports professional & personal growth.

### Major Responsibilities

- Work with sales team to meet or exceed sales targets
- Grow customer base by prospecting new clients & nurturing leads
- Build and maintain strong customer relationships at all customer touch points
- Help ensure team success at events and meetings within our industry
- Ensure customer satisfaction by interacting directly with customers on the phone, email, Teams calls and in person.
- Perform project takeoffs submit quotes & follow up to close out projects ○ Maintain FTI's high visibility in the marketplace and provide a steady flow of market intelligence to the Specialty Division V.P. on market conditions, competitor activity and upcoming opportunities.
- Conduct product demonstrations and presentations to showcase benefits, features, and technical aspects of products.
- Process orders and effectively communicate with customers to ensure accurate / timely delivery of product & complete customer satisfaction.
- Answer technical and non-technical questions about Specialty Division product lines.
- Manage orders throughout the sales cycle, including developing inquiries, sourcing material, proposing pricing, arranging transportation, organizing logistics, arranging delivery schedules, and effectively managing dispute resolution.
- Resolve inquiries on errors relating to invoicing, pricing, or incorrect shipments ○ Additional responsibilities as assigned by Specialty Division V.P.

### Qualifications

- 2+ years of sales experience in the A/E/C industry preferred
- Bachelor's degree in business administration, Construction Management, Engineering, Marketing, or Management.
- Ability to read & interpret Construction Drawings & Specifications Preferred ○ Professional presentation skills: excellent verbal communication, strong confidence in speaking & interacting with audiences.
- Proficient in MS Office, Excel, PPT & excellent computer skills.
- Up to 50% travel

### Skills

- High ability to build and strengthen relationships.
- Self-awareness/High Emotional Intelligence
- Excellent business writing skills ○ Organizational skills including ability to manage small details
- A positive, solution-oriented attitude and mindset

### Compensation and Benefits

- Excellent pay (based on experience)
- FTI covers Medical Insurance 100% personal + 50% of dependents.
- Dental & Vision Insurance options
- 11 Paid Holidays
- Wellness & Vacation Days
- Simple IRA with FTI match up to 3%
- Work/Life Balance

### FTI Company Core Values/ Culture:

- How we serve: Go the extra mile.
- How we treat others: Start with empathy.
- How we communicate: Be a straight shooter.
- How we grow: Hone your craft and be generous with it.

<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)