

## POSITION PROFILE

**POSITION** Territory Manager – Southeastern United States

**DATE:** January 2020

### NATURE and SCOPE

Within the design and construction community (Owners, Contractors, Design Builders, Construction Managers, Architects and Engineers) promote, develop, price and sell Durisol's Noise Barrier and Retaining wall systems

### PRINCIPAL ACCOUNTABILITIES:

- Negotiate scope and contract dollar values to secure orders to meet sales targets
- Deliver comprehensive technical services to clients
- Prospect and identify selling opportunities and expand market base
- Monitor market trends and conditions, competitive conditions, and manage territory
- Gain and maintain customer confidence
- Secure product specifications

### RESPONSIBILITIES

#### Promotion:

- Promote Durisol products to Owners, Designers and Influencers
- Manage customer inquiries and execute cold call strategy to expand market base
- Attend trade shows and participate in various industry functions and associations
- Create awareness and technical education on uses of precast & transparent
- Persuade & influence prospective customers

#### Prospecting:

- Track prospective projects.
- Position Durisol Noise Barrier specification in the marketplace
- Identify, qualify and create leads
- Make cold calls, update catalogue and introduce precast to new customers
- Identify and connect with multiple stakeholders / influencers, including owners, regulators, consultants, DOT officials, & contractors

**Technical Service:**

- Conversant with construction drawings and specifications.
- Evaluate and provide technical service and guidance to design and construction community
- Identify best precast solution. Develop working sketches and proposals with a working knowledge of product/Durisol benefits and limitations vs. other methods of construction.
- Secure product specification
- Consideration to codes, standards, local practices and interface trades.
- Ability to propose and communicate a precast solution. Evaluate constructability, building sciences, design principals, concrete properties, transportation restrictions etc.
- Knowledge of cranes and shipping limitations, installation times, and site access requirements

**Budget Costing:**

- Provide budget pricing for precast elements and Noise Barrier systems based on extensive knowledge of application.
- Identify overall project difficulties and risks
- Understanding contract language/specifications and clauses and their subsequent impact on overall budget pricing
- Working knowledge of manufacturing techniques and processes including: shapes and sizes of precast components, production and engineering limitations, scheduling constraints

**Bidding/Negotiating:**

- Develop selling plan per project
- Ability to demonstrate to client advantages of Durisol's Noise Barrier systems
- Bidding and negotiating scope, price, and schedule to close of sale
- Knowledge of contract agreements and contractual amendments

**Customer Service:**

- Promotion
- Maintain and strengthen customer relations through site visits and hands-on approach
- Follow up with client after job completion for feedback on performance

**Health and Safety:**

- Work in compliance with the Occupational Health and Safety Act and Regulations and the Company Health and Safety Roles and Responsibilities.

**PRIMARY INTERACTIONS**

The position requires daily interaction with Sales Representatives and Project Management. It includes extensive interaction with Durisol Engineering & Drafting, Sales Offices, Estimating, Manufacturing, States DOTs, design consultants, and outside general & sub contractors.

## EDUCATION & EXPERIENCE

- Post-secondary education in the Engineering/Construction field, Peng as asset
- 5 years of technical sales and product experience in the construction industry
- Broad technical background and knowledge, highly developed technical and negotiating skills.
- Precast experience is an asset.

## WORKING CONDITIONS

- **Physical Effort** – -The majority of time will be spent in an office environment. There is occasional need to move or lift light articles. It is necessary to attend trade shows, conventions or sales meetings where timing will be in excess of 8 hours per day. Occasional visits to jobsites and manufacturing facilities will occur.
- **Physical Environment** – Office environment with occasional time travel by car to visit Durisol facilities and project sites.
- **Mental Stress** – There is pressure from various sources for results. Pressure becomes pronounced on occasion, for example, when bids need to be completed ahead of a deadline, and may be accompanied by confrontation or similar situation