



Durisol Ltd.
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Business Development & Sales Representative (Energy Sector) – Western USA/Remote

Durisol is a leading provider of innovative noise barrier solutions in North America with focus in the transportation, commercial, transit, and critical infrastructure sectors. With a commitment to sustainability, safety, and performance, we are dedicated to helping transportation infrastructure projects minimize noise pollution and enhance community well-being. We are seeking a motivated and experienced Business Development & Sales Representative in the Western US region to join our dynamic team.

Job Summary:

The number of power and electric utility companies in the Western half of the United States is estimated at over 1,500, each supported by a network of community stakeholders who advise, finance and build the infrastructure for the generation, transmission and distribution of power. This individual will work to engrain themselves within this complex community to help influence the procurement, design and building of Durisol noise barriers and perimeter fencing for utilities, oil, gas and renewable energy infrastructures.

Principal Accountabilities:

- Identify main owners and influencers within the Energy sector.
- Build an outlook for noise barrier construction in the Power & Utilities market
- Identify and build relationships within the energy sector to identify opportunities for noise mitigation solutions.
- Identify acoustical consultants operating outside the DOT market to build specifications through marketing and lunch & learns.
- Prospect and identify cyclical selling opportunities to grow and maintain a comprehensive pipeline of prospects
- Foster relationships and position Durisol USA with sector specific construction design, engineering teams and advisors/consultants as the supplier of choice
- Monitor market trends, competitive conditions, technological and/or industry shifts, drivers, behaviors to inform and optimize sales and marketing program.
- Secure product specifications
- Negotiate scope and contract dollar values to secure orders to meet sales targets
- Deliver comprehensive technical services to clients

Territory:

- Western United States

Qualifications:

- **Education:** Bachelor's degree in business, Engineering, Construction Management, or a related field.
- **Experience:** Minimum of 3 years of technical sales and product experience in the construction, infrastructure, or manufacturing sectors, with specific experience in the Energy sector preferred.
- **Skills:**
 - Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients.
 - Strong negotiation and closing skills.
 - Ability to analyze market data and identify business opportunities.
 - Proficient in Microsoft Office Suite and CRM software (e.g., Salesforce).
- **Attributes:**
 - Self-motivated and goal-oriented with a strong work ethic.
 - Ability to work independently and as part of a team.
 - Willingness to travel as needed to meet with clients and attend industry events.

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, Owner's, design consultants and outside general & sub-contractors.

Benefits:

- Competitive salary and commission structure.
- Health, dental, and vision insurance.
- 401(k) plan with company match.
- Paid time off and holidays.
- Ongoing training and professional development opportunities.

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 – Home Office environment with extensive travel to visit develop and maintain territory

Durisol US LLC, is committed to meeting the accessibility needs of persons with disabilities in an effective and timely manner in accordance with the applicable standards as set out in the Americans with Disabilities Act (ADA) 2008. We foster an inclusive organizational culture as an Equal Opportunity Employer.

Please submit your resume to Rosalie Salamone rosalie@dedita.ca.