

Earth Wall Products (EWP) is a growing company in the expanding retaining wall industry. We aim to be the one-stop-shop for all grade-change solutions. We move quickly, solve high-value problems, and continually push ourselves to optimize every situation for our customers. Our typical customers include State DOT's, Local Municipalities, Commercial contractors, and others. Our retaining wall products support mainline interstate, mainline railroad, bridges, and buildings all over the US and Canada.

EWP is looking for a self-starting Regional Sales Engineer to acquire and manage projects in the West Coast Region.

REQUIREMENTS

- Engineering Degree in Civil, Structural, Mechanical, Building Construction or similar.
- Experience in Civil design, executing on Civil site plans, and/or civil construction.
- Experience in Estimating, Schedule of Values, Billing, and/or bidding complex projects.
- Creative thinking directed towards efficient solutions in structures, prefabricated products, and on-site construction.
- Hard-working self-starter that goes the extra mile daily, not just when it fits their schedule.
- Highly organized individual who plans and executes, but successfully pivots when plans go awry.
- Strongly prudent, diligent, and focused worker who takes pride in their performance.
- Must be able to address complex problems with simple, understandable, and scalable solutions (typically in Excel, Salesforce, and Email).
- Team-player that aims not to promote themselves, but further the company.
- Out-of-the-box thinker who challenges unprovoked dogma.
- Comfortable with quickly responding to emails and making phone calls until the job is done.
- Advanced ability in Microsoft Excel

RESPONSIBILITIES

- Wholly responsible for the success of the West Coast Region
- Manage the bidding, shipping, and billing of projects in the West Coast region.
- Discover, quote, bid, and manage new projects.
- Facilitate value engineering changes from as-designed structures to structures using the products of EWP.
- Improve processes for bidding, shipping, billing, and project management.
- Provide technical assistance to licensees, contract producers, and contractors including site visits, QA/QC inspections, and on-call assistance.
- Assist producer and contractor in coordination of delivery for efficiency and cost savings.
- Educate licensees, contract producers, engineers, and contractors/installers on all of EWP's products, retaining walls, and design specifications.
- Market EWP's products via trade shows, monthly lunch-and-learns, and regional relationships.

COMPENSATION

- Upon finding the optimum candidate for this role, the Regional Sales Engineer will be compensated with an appropriate and agreed upon salary and commission. The salary will match the skill of the individual with a generous commission program.
- Beyond present compensation, EWP's growth continually allows for promotion and compensation improvement in proportion to the success of the region.
- The potential for this role is expansive. Regional Salesmen have a seminal opportunity to manage a mature and highly productive region for a fast-growing company. Beyond compensation proportional to the success of the region, region leads have the potential to progress into a Regional Lead Engineer and possibly to a Vice President, joining the Executive Team.