
JOB DESCRIPTION

Company:	Geopier Foundation Company (GFC)
Job Title:	Region Engineer (RE) for New England (MA, CT, RI, ME, NH, VT)
Department:	Sales
Reports to:	East Area Manager
Position Summary:	Responsibilities include generation of sales revenues, project lead generation, technical design and construction support. Sales, promotion and technical support to owners, contractors, & consultants in the industrial, commercial, and DOT markets, as well as other defined key accounts. Projects are located throughout the New England region, but the employee can live anywhere within the region.

Responsibilities:

- Assist and support the qualification of GFC proprietary systems. Successfully implement engineering/bid strategies to close business.
- Responsible for generating sales leads, managing and tracking key projects and communicating project status via monthly reports.
- Achieve revenue goals for the region through winning proposals and solutions.
- Technical promotion “technology transfer”, account development and sales to key specifiers, contractors and owners for implementation of RAP solutions.
- Provide value to project teams through development of cost-effective geotechnical solutions using proprietary Geopier Foundations technologies including Rammed Aggregate Pier® (RAP) systems and others.
- Development of project opportunities (sales leads).
- Coordinate interaction between GFC Design Center, Licensed Installer and Client to maximum efficient, accuracy, and effectiveness of GFC services and systems.

- Communicate local competitive activities and development of pricing strategies with Area Manager and Chief Operating Officer on an ongoing basis.
- Review project geotechnical and structural information and perform project evaluations to examine technical and commercial feasibility.
- Develop preliminary designs for Geopier Foundations proprietary technologies.
- Prepare proposals and work with licensee estimators to provide project bids for RAP opportunities.
- Participate in project meetings and site activities at all project stages (feasibility through construction).
- Review of detailed design submittals and field reports.
- Engineering support and trouble-shooting during field construction.
- Preparing project close-out submittals.

Measurements for Success:

- Financial accomplishments for Region and Area GFC Sales (revenue) goals versus budget.
- Timely and accurate communication of field activities and weekly/monthly reporting of key projects and activities.
- Success of high level, high revenue projects
- Successful project execution including proposing, winning the work, facilitating and reviewing the final submittal, client interaction and construction oversight and troubleshooting to deliver projects in an efficient, accurate, low-risk and low liability environment.

Education/Qualifications:

- PE with 5 to 10 years of geotechnical experience with exceptional engineering and sales skills
- BS in Civil Engineering required – MS in geotechnical engineering preferred.
- Good understanding of soil mechanics and geotechnical construction.
- Ability to quickly evaluate both technical and commercial viability of opportunities to provide value to project teams

- Creativity in demonstrating GFC's unique value in geo-solutions to customers and specifiers.
- Demonstrated track record of creating and managing business opportunities to effectively implement winning engineering and sales strategies.

Success Characteristics:

- Strong interpersonal skills, ability to develop rapport with internal and external customers.
- Competitive by nature combined with demonstrated ability to achieve results.
- Willingness to travel regionally to promote sales and develop client relationships.
- Comfortable dealing with technical and specifying construction community including engineers, architects, contractors and owners.
- Creativity in demonstrating GFC's unique value in geo-solutions to customers and specifiers.
- Ability to blend strong technical skills with practical business acumen.
- Strong prioritization, coordination and matrix management skills. Self-directed and self-motivated.
- Good administrative and time management skills with the ability to prioritize and focus on completing tasks.
- Must have initiative and able to work effectively with minimal direction and guidelines.

This position serves the New England market, from Connecticut to Maine. Geopier Foundation Corporation is an Equal Opportunity Employer and a Drug-Free Workplace offering competitive compensation and an excellent benefits package that includes a 401(k) Plan.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed above are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.