

Job Description

<i>General</i>		
Job title:	Technical Sales Engineer	Name:
Direct Reporting to:	VP Sales and Marketing	Name: Matt Gotta (TLC)

<i>Mission</i>
<p>Reporting directly to the VP Sales and Marketing, this position is responsible for technical support, troubleshooting, providing promotional and marketing support to our customers, sales team and operations. This position will also focus on the creation of proposals/strategies, presentations and promotional assistance for new product launches including optimizing the positioning of TLC products within the regulatory environment.</p>

<i>Responsibilities</i>
<ul style="list-style-type: none"> ▪ Adhere to the TLC Code of Ethics and Anti-Trust policy. ▪ Demonstrate leadership skills related to safety and quality of work. ▪ Ensure all employees adhere to the Safety policy and report any safety concern. ▪ Responsible for supporting and providing training to TLC Territory Managers in manufactured and re-sale cementitious products. ▪ Must maintain general knowledge, insight to the market and customers within each sales region along with the products that serve each market including admixtures, SCMs, competitive cements and aggregates. ▪ Assist the VP Sales and Marketing in developing strategic sales plans for relevant market areas and assist the sales team to implement the operative plan derived from the strategy. ▪ Develop relationships with operations and personnel relevant to accomplishing each regions objectives including positioning TLC products with regulators and managing the annual competitive testing program. ▪ Manage and develop opportunities in the market, cross selling to current customers and introducing new product offerings. ▪ Manage KPI's for each region: PLC and Slag growth. ▪ Contract review and RFP/RFQ duties with major customers in the oil well market. ▪ Prepare various marketing reports and spreadsheets for Management. ▪ Execute special projects as directed by the VP Sales and Marketing. ▪ Become familiar with the Insight sales tool and support the Territory Managers. ▪ Other responsibilities will be assigned based adjustments to the strategic planning. ▪ Lead TLC's technical portion of the relevant industry associations. ▪ Work independently and diligently to resolve customer issues, problems and concerns in a timely and effective manner.

Requirements

- Post-secondary education in business, engineering or equivalent experience.
- In depth knowledge of portland cement and supplementary cementitious materials both physical and chemical properties.
- Understanding TLC's cementitious product components and the applications to our customer's mixes and applications, including but not limited to ready mix concrete.
- Ability to grow within the organization.
- Good technical knowledge, hardware and software, Proficiency in MS office is required (Word, Excel, Outlook, etc.).
- Working knowledge of APEX is a plus.
- Ability to prepare and maintain accurate reports.
- Ability to develop marketing and strategy documents.
- Excellent presenting, written and verbal communication skills to effectively work with customers and staff.
- Willingness to gain industry knowledge (aggregates, cement, ready mix, etc.)
- Flexible and able to adjust to changing priorities.
- Demonstrate technical proficiency for the area of responsibility.
- Must be able to travel.
- Must be willing and able to work in a concrete laboratory environment.

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below 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.

LANGUAGE SKILLS

Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals. Ability to write routine reports and correspondence. Ability to speak effectively with employees of organization.

MATHEMATICAL SKILLS

Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms; and talk or hear. The employee is frequently required to walk; climb or balance; and stoop, kneel, crouch, or crawl. The employee is occasionally required to stand and sit. The employee must regularly lift and/or move up to 25 pounds, frequently lift and/or move up to 50 pounds, and occasionally move up to 100 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and ability to adjust focus.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly exposed to moving mechanical parts and outside weather conditions. The employee is frequently exposed to high, precarious places. The employee is also exposed to wet and/or humid conditions, fumes or airborne particles, risk of electrical shock, heat and vibration.