
JOB DESCRIPTION

Company: Geopier Foundation Company (GFC)

Job Title: Industry Manager - Rail

Department: Sales

FLSA Status: Exempt

Job Grade: 14

Reports to: Chief Operating Officer

Position Summary: Primarily responsible for penetrating the trackbed stabilization and other rail facility markets in the US and the rest of the Americas for GFC's GeoSpike and affiliated products and systems. This includes introducing and influencing decision-makers with respect to products and technologies, and engaging in promotion, sales and support activities. This position will also interface with Engineering, Marketing, Technology Development and Manufacturing to optimize the company's technical position and product range for the rail market.

Responsibilities:

- Achieve revenue goals for the region through winning proposals and solutions.
- Promotion and account development (primarily U.S. and Canada): establishing and maintaining relationships with key accounts, presenting to key accounts, exhibiting at selected shows, coordinating with GFC Marketing on the development and implementation of marketing plan and activities, and maintaining all contact and account information in CRM.
- System approvals (primarily U.S. and Canada): obtaining system approvals from key owners and agencies to include GFC products and technologies, and working with them to establish and maintain favorable standards and specifications.
- Defining market size and opportunities for GFC systems and technologies, and coordinating with the Marketing and Technology Development teams, and driving the overall commercial development of rail opportunities.

- Identifying and tracking rail industry trends, competition or significant regulations that could positively or negatively impact growth and revenue.
- Project development (primarily U.S. and Canada): generation of leads, follow-through on leads, influencing specifiers, engineers and buyers with respect to the specification and use of GeoSpike and other GFC products in rail applications.
- Sales (primarily U.S. and Canada): forecasting and generating sales; bidding, managing pricing issues, negotiating terms and closing projects sold direct; implementing bid strategies for jobs sold through distribution; managing purchase orders, change orders and contract issues and activities.
- System and project support: providing technical support during and after the sale, including coordinating any onsite assistance, after-sale service, and the like provided by Geopier for U.S. and Canada, this includes coordinating project schedules including those for quantity takeoff, installation, material supply, material production, shipment, coordinating with Geopier engineers regarding project designs and submittals, providing operational support including onsite technical assistance at pre-construction, start-up of construction and as required during construction, troubleshooting issues with materials or installation, and resolving any claims and backcharges.
- Rail industry library: maintaining a library of information pertinent to all Geopier rail system products and systems.
- Coordinating and collaborating with Tensar rail system product manager(s) to cross-sell Tensar rail system applications.
- Review of detailed design submittals and field reports.
- Engineering support and trouble-shooting during field construction.
- Preparing project close-out submittals.
- Other duties as appropriate.

Education/Qualifications:

- BS in Civil Engineering required – MS in geotechnical engineering preferred.
- Two to five years proven sales experience preferably selling technical products or services in the rail industry, and preferably related to trackbed installation and maintenance
- 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

- 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 nationally 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.
- Financial accomplishments (revenue) goals versus budget.
- Timely and accurate communication of field activities and weekly/monthly reporting of key projects and activities.

This position is located in Davidson, NC. 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.