
JOB DESCRIPTION

Company:	Geopier Foundation Company (GFC)
Job Title:	Region Engineer
Department:	Sales
FLSA Status:	Exempt
Job Grade:	14
Reports to:	Area Manager
Position Summary:	Responsibilities include generation of project lead generation, technical design and construction support and revenue. Sales, promotion and technical support to owners, contractors, & consultants in the oil and gas, commercial, and DOT markets, as well as other defined key accounts.

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[®] 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 Operation 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.
- Sign and seal design 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:

- Minimum of 3 to 7 years of geotechnical experience with exceptional engineering skills
- Minimum of 2 – 4 years of experience in geotechnical sales
- Professional Engineering License in Texas
- 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.
- Experience in oil and gas market preferred.

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 is located in Houston, Texas. 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.