

JOB CATEGORY: Business Development/Sales Engineer

Company: Technoform

TRAVEL REQUIRED: approx. 50%

LOCATION: Western US

POSITION TYPE: Exempt Position

Contact: Helen Sanders, helen.sanders@technoform.com

POSITION SUMMARY:

Join us in a fast-growing industry, collaborating within a global network of world class professionals where our culture and entrepreneurial way of working sets us apart. As a Technoform Business development/Sales Engineer you will work with our existing customers, while also developing new relationships and customers for Technoform's products. We are expanding our business in western North America and Mexico, and the individual in this position will have the opportunity to drive this growth and build and lead our business in the west. Responsibilities include working within Technoform's sales processes to create demand, to develop new and existing business in the west, to oversee technical and application support of customer product evaluation and integration into their processes, lead the development of the west coast team and business structure.

YOUR RESPONSIBILITIES

- Plan and implement sales strategies that increase product awareness, generate product demand, and grow the western territory. Develop and grow the west coast market, enabling the establishment of an independent sales operation.
- Develop action plans by account to reach sales objectives. Increase market share by proactively selling and reaching out to new markets and target customers as measured against mutually agreed upon sales goals.
- Grow demand for Technoform solutions and elevate brand awareness through architectural market education and promotion and engaging in in-territory advocacy activities that remove barriers to adoption. Develop and nurture productive relationships with architects, specifiers, consultants, contractors, and other stakeholders. Provide technical and application engineering support, and information regarding solutions. Identify new solution opportunities. Become

the architectural and contracting community's go-to resource for façade thermal performance solutions.

- Build customer confidence in our solutions and company, and maintain customer loyalty, by effectively managing customer expectations and providing excellent attentive service and efficient problem-solving.
- Create strategic relationships throughout the customer organization and work closely with customers' sales and marketing teams to support them, assess needs, promote the use of Technoform solutions, and leverage the architectural demand generation.
- Contribute to Technoform innovation projects to improve our solutions and services.
- Coordinate with internal teams for pricing, scheduling, performance, and technical requirements, and externally with partners, clients, vendors, etc.
- Assist in the development of promotional and tradeshow exhibitions. Attend local and regional industry conventions and association meetings.
- Position requires approximately 50% travel including some overseas travel.

YOUR QUALIFICATIONS

- Graduate or undergraduate degree in science, engineering, architecture, building construction or equivalent
- 5 years or more experience in increasingly responsible technical sales and business development positions, preferably in the fenestration or construction industry
- Strong analytical and strategic thinking skills
- Proficient understanding of MS Excel, Word, and PowerPoint
- Understanding of principles and techniques of business development
- Excellent communication and presentation skills with the ability to build an industry presence, create recognition, and support the Technoform brand
- Continual learner, with a thirst for building knowledge and skills, and broadening experience.
- Self-starter with an ability to work independently and in a matrixed organization to accomplish results. Ability to identify gaps and proactively work to close them.
- Possess entrepreneurial skills to handle daily customer and company needs and work well in a team environment

- Experience in sales planning and forecasting and associated budget development
- Develops and works within budgetary constraints and manages both personal and customer daily activities

YOUR OPPORTUNITIES

- We offer you the ability to grow and drive the development of a market facing team and business, including gaining experience with P&L analysis and management.
- We offer you a diverse range of responsibilities in a dynamic team setting that will help you to gain experience in a range of areas, which also allows you to identify and deepen your expertise in your area of interest.
- You will have the opportunity to broaden your skill sets by gaining exposure to, and develop capabilities in, other business processes.
- You will be operating in a true entrepreneurial environment built on individual and team ownership with a self-starter perspective.
- To work for an organization which is supported by a model for flexible work time to create a work-life balance.
- Contribute and grow in a fast-paced manufacturing company focused on innovation and growth.