Company: Tensar International Corporation

Job Title: Area Engineer

Department: Sales

FLSA Status: Exempt

Job Grade: 15

Reports to: Area Director

Position: Responsibilities include generation of specified projects, internal technical support and training, government agency engagement, engineering consultant business development and product performance research and validation.

Summary:

Responsibilities:

- Lead the promotion and acceptance of TIC proprietary systems. Successfully develop, implement and perform specification and value engineering strategies throughout the sales cycle (preliminary and final design, bid, project award and construction phases).

- Train, educate and provide technical support internally. Regularly interact with Tensar technology and product marketing to facilitate field testing and validation and communicate new information up and down the organization.

- Develop and execute a business development plan focused on Government agencies, Geotechnical Engineers and Key/National accounts.

- Perform full day design workshops and specialized technical presentations.

- Provide project site assessment and assistance as required.

- Communication of local competitive specification activities to the Area Sales Director on an ongoing basis.
- Coordinate interaction between our engineering department and the client to maximize the efficiency and effectiveness of Tensar International Corporation engineering services and systems.

- Be involved with and serve in key industry groups and associations.

**Education/Qualifications:**

- 10 years of experience as a Civil/Geotechnical Engineer in the construction industry.
- 3-5 years proven sales and/or business development experience.
- BS in Civil Engineering (MS in Geotechnical Engineering preferred).
- Registered Professional Engineer
- Strong communication, presentation and negotiation skills.
- 25% to 50% travel.

**Success Characteristics:**

- Strong interpersonal skills and ability to become a trusted business advisor with key business decision-makers. Demonstrated ability to develop specifications for a value-added product and system.
- Strong prioritization, coordination and matrix management skills, self-directed and self-motivated. Strong sense of urgency.
- Ability to blend strong technical skills with practical business intuition.
- Good administrative and time management skills.
- Demonstrated ability to achieve results.
- Attention to detail.

This position is located in the West Area. Tensar 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.*

Prepared Date: 01/13/2016