

EMSEAL Joint Systems, LTD. - Architectural Division

Inside Technical Sales Rep

Westborough, MA– EMSEAL contributes to the preservation, durability and sustainability of the built environment. We do so by delivering high value, lowest total cost of ownership, structural expansion joints and pre-compressed sealants that work.

We are a team of highly trained, motivated, and personable customer and technical service professionals. We deliver ready-to-go as well as custom solutions to structural expansion joint and other sealing applications worldwide, and we are looking for a Product Specialist for our Architectural Division at our corporate office in Westborough, Massachusetts.

If you like working with people, solving technical problems and at the same time enjoy the challenge of negotiating and closing win-win deals, then you could be the person we are looking for to add to our dynamic engineered-product Technical Team.

The ideal candidate will be proactive and possess high-energy enthusiasm for providing customer service oriented technical and product support, along with the willingness to work alongside a team of your peers to collaborate, trouble-shoot, and build strong internal relationships. We've worked on structures throughout the world including the Empire State Building, Guggenheim Museum, over 250 major, minor, college and Olympic stadiums, as well as schools, hospitals, and corporate campuses throughout the world.

An ability to multitask coupled with a creative and driven mind will prove invaluable in this position. The ideal candidate will be able to understand the big picture and be comfortable making real time decisions in a highly supported team environment.

Job Type: Full-time

Required Experience: building technology, inside sales, product specialist, construction Management

DUTIES:

Provide customers with timely, technical and product support for their specific geographic region including:

- Provide customer support through effective communication of application analysis and product recommendation to a variety of cross organizational companies throughout the project life cycle. Some key players include; architects, engineers, contractors, ownership, rep firms, and distribution.
- Generate quotes to single or multiple bidders, working with your regional sales teams to negotiate specific prices, discounts and commissions.
- Interpret blueprints and construction field conditions communicated through CAD and sketched drawings. Communicate to CAD engineers, conditions depicting product application solutions for preparation of submittal and manufacturing shop drawings.
- Compare product capabilities with expected application requirements such as: simple and compound movement, vehicular loading, chemical sensitivity, hydrostatic and air pressures, and backpressures of products on substrates.
- Work directly with customers and internal manufacturing on pending projects in-house to ensure orders are accurate and project deadlines are closely met.
- Negotiate alongside regional sales teams, the successful resolution of complaints with affected parties.
- Provide over-the-phone, via online chat, and webinar-based product installation guidance and training.

- Persuade potential users to the benefits of selecting EMSEAL joint systems.
- Develop and share ideas for possible new products and technologies and new market applications.

QUALIFICATIONS:

Minimum Bachelor's degree required. Bachelor of Science preferred, with an additional preference in Engineering/Architecture, or demonstrated technical inclination combined with alternate Bachelor's degree.

EMSEAL Joint Systems, Ltd. 25 Bridle Lane, Westborough, MA 01581 USA

www.emseal.com

*Email all questions and applications to: **careers@emseal.com***