



**Position Title:** Regional Sales Manager

**Territory:** Northeast and Central Eastern Florida and Coastal Areas of South Georgia

Truline markets a unique, vinyl clad, steel reinforced, cast-in-place concrete wall system that is superior to concrete, wood and vinyl wall systems available on the market today. Truline is an innovative vinyl sheet piling product with dual-interlocking joints that is driven in the ground, creating a forming system for the steel and concrete portion of the system. When properly designed and installed, Truline seawall systems have a life expectancy of 75+ years. Truline vinyl sheet piling is manufactured by parent company Formtech Enterprises, Inc., a leading custom plastic extrusion manufacturer in the US, doing business since 1970.

We are seeking applicants for the full-time position of Regional Sales Manager, with a territory including North East and Central East Florida, along with the coastal areas of South Georgia. The Regional Sales Manager will use their technical expertise to influence engineers, owners, public agencies and contractors to promote the Truline sheet piling system and drive sales activities. The ideal candidate will be located within the Florida portion of the territory. There is no relocation assistance available for this opportunity, however, self-relocation candidates will be considered.

### **Duties and Responsibilities**

- Increase sales revenue with the goal of meeting or exceeding business plan objectives
- Actively participate in field sales, including trade shows, technical presentations, and customer meetings, to introduce and educate customers on the benefits of Truline for their projects
- Develop and build strong relationships with current and prospective customers, including engineers, contractors, government agencies, and other project decision makers, with the goal of specifying Truline on commercial, private, and federal construction projects.
- Leverage relationships to proactively find sales opportunities to increase Truline installations in the marketplace
- Along with the Truline engineering group, provide prospective and current customers with technical engineering support and solutions to facilitate the use of Truline
- Aggressively follow up on prospective projects, provide quotations, and follow through on orders, including submittal, manufacturing, and product delivery to ensure a high level of customer satisfaction
- Assist in developing Truline strategies, tactics, forecasts, and budgets

- Participate in developing and maintaining data on competitive products, sales, pricing, limitations, and marketing activities
- Direct and manage activities within budget to achieve the sales plan

### **Job Requirements**

- We are looking for a hunter, with a strong desire to be in sales
- Possess and demonstrate sufficient technical knowledge to demonstrate credibility to engineering and construction professionals
- Professional demeanor, solution-focused, accurate work and attention to detail
- High energy and self-motivated with strong sense of urgency
- Proficient with Microsoft Office Outlook, Word, PowerPoint and Excel
- Excellent interpersonal skills including written and verbal communication; able to conduct professional presentations to groups
- Strong skills to prioritize, plan, organize and execute
- Strong influencing skills to drive results
- Ability and willingness to travel 50% or more of the time

### **Education and Experience**

- 3-5 years of technical sales experience successfully selling building/construction materials directly to contractors and indirectly to engineering firms who must approve and specify the product for use
- Prior marine construction and/or seawall sales experience is strongly preferred
- Established relationships with engineering and design/build firms, and government agencies who design and construct seawalls, retaining walls and bulkheads for various markets

Truline is an equal opportunity employer committed to promoting diversity among all employees at all levels of our organization. We value the differences between people and foster an environment of opportunity and acceptance throughout the organization. This position includes competitive base plus commission pay package, benefits offered for all full-time employees include paid vacations and holidays; medical, prescription, vision, accident, disability, and life insurances (available for employees and families), and a 401(k) with company match. To apply for this position, please send your resume to [sales@truline.us](mailto:sales@truline.us) with the subject line Regional Sales Manager. Candidates must submit a resume to be considered.