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Sales and Customer Liaison Professional

Company:

Cor-Tuf is the exclusive licensed producer of Cor-Tuf Ultra-High Performance Concrete in the United States and the world. Cor-Tuf UHPC was developed in response to the need for tougher, yet lighter material for protecting personnel and weapons facilities.

UHPC concrete has four to five times the compressive strength of normal concrete. We believe our product has the greatest strength within this category, as the only product that consistently exceeds 21,700 psi without the benefit of heating, the bar that has been set by the FHWA (Federal Highway Administration) for UHPC concrete.

Cor-Tuf can be used for bridges, roads, wells, sea walls, buildings, and other structures to significantly expand the lifespan of the structure and reduce ongoing maintenance expense. This is the only UHPC concrete sold today that can be mixed, transported, and poured using machinery and methods used for traditional concrete.

Position:

You are the right candidate for this position if you have had at least 2 years of experience working with material specifiers in the construction industry, including contacts in the state departments of transportation, large general contractors, and/or pre-cast concrete facilities. Your ability to learn the benefits of Cor-Tuf UHPC compared to traditional concrete will be critical to your success in this position. Your natural interest in construction will help you engage in meaningful conversations with the concrete specifiers you talk to, as you help them understand how using Cor-Tuf UHPC will be beneficial to them.

You will reach out to specifiers who are either provided to you by marketing, or whom you already know or identify yourself, by email and phone. You will be discovering the types of projects they are working on, and which would be most suitable for their use of Cor-Tuf UHPC. Once you have secured a favorable response, you will engage others on the team, who will join your conversation with the specifier.

We are not looking for a “hunter” but rather a person who enjoys engaging with construction professionals and understanding their needs in order to see if Cor-Tuf UHPC is a good fit for them. You will need to be persistent and patient, able to spend each day reaching out by

phone or email. Marketing will provide you with materials and leads, to make the conversations as meaningful and productive as possible.

You will be part of a congenial, hard-working team. We take care of each other and our customers. We deal honestly and straightforwardly with everyone in all situations.

Position is full- or part-time, depending on your situation.

Requirements:

- 2+ years working with specifiers in the construction industry
- Comfortable with and eager to interact with specifiers.
- Excellent written skills, careful about details and accuracy
- Enjoys working in a team and contributing to the growth of a professional organization
- Excellent listening / conversational skills
- Looking for a career in a high-growth, leading-edge industry

Compensation:

Salary plus commission, based on level of experience. Benefits included.

Contact:

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