



Quality Assurance for Deep Foundations

Employment Opportunity

Position: Business Development/Technical Sales Professional

Starting: Immediately

Pile Dynamics, Inc. (PDI) is the largest manufacturer of deep foundations dynamic testing equipment in the world. The firm was founded in 1972 following pioneering research at Case Western Reserve University on the theory of dynamic pile testing (now known as the Case Method) and the invention of the Pile Driving Analyzer® (PDA) system for performing those tests. PDI has a team of civil engineers, electrical engineers, software and hardware developers who continue to improve and expand its product line and capabilities; it also offers educational programs on deep foundation testing and analysis. The company has a wide network of sales representatives spread from the Far East to Europe to South America resulting in the use of PDI products in over 100 countries throughout the world.

Pile Dynamics, Inc. (www.pile.com/pdi) maintains its corporate headquarters in Cleveland (Solon), OH.

Interested persons should send their resume and any questions they have concerning the position, to pdi-careers@pile.com.

Outlook

- The pile testing industry is a specialized field in which Pile Dynamics is the industry leader in terms of knowledge, skill, innovation, and size due to its unique history and connection to some of the founders of modern dynamic testing. Since the 1970s this testing sector has been growing consistently and PDI with it.
- PDI is dedicated to pursuing excellence in quality assurance methods by providing quality products with quality service for the deep foundation industry. PDI understands itself as developing the next frontiers in deep foundation testing technology and practice.
- PDI maintains a small firm attitude despite the fact that it has global sales. This allows for a collegial and positive atmosphere despite the challenges of its cutting-edge technology and work schedule.

Position Summary

- The Business Development/Technical Sales Professional is directly responsible for helping the company increase their sales volume of high-end products/civil engineering solutions by identifying and developing new opportunities for both domestic and international markets. The ideal candidate must develop a complete understanding of PDI products, related technical support and be able to explain these features and benefits to influencers and decision makers at a high level and at the early stage of the design. The candidate will have to collaborate with other executives/senior engineers of the firm with the goal of penetrating the industry and promoting our technologies to the right groups of individuals.



Pile Dynamics, Inc.

Quality Assurance for Deep Foundations

- Responsibilities include, but are not limited to, networking to generate new client leads and sales growth opportunities, promoting of our methods through technical presentations, meetings and discussions to the right audiences, being aware of codes and specs status of various territories and actively engaging to revise/improve codes as necessary. The BD/TS Professional will work closely with the President, Director of Global Sales, Marketing Director as well as with other senior level Engineers and Executives of the firm to identify opportunities and integrate his/her activities to the Sales and Marketing Business Development plan. Moreover, he/she will interact with the sales team members for leads generation and handling down the sales cycle. The BD/TS Professional reports to the Director of Global Sales.

Position Responsibilities

- Identifying leads and sales opportunities, researching and developing them and moving them along the sales cycle.
- Identifying influencers and decision makers and developing relationships with them to give the company new audiences to sell to.
- Researching potential new venues through which to sell the products in the future.
- Creating awareness of our methods and offering new technologies/solutions in an early stage of the design of a civil engineering project (Bridge, commercial building and other infrastructure development).
- Researching Codes and Specs within territories, identifying code and specs writers and creating awareness of our engineering solutions, while developing relationships with these specifiers.
- Forming strategic partnerships that open new markets.
- Developing relationships at a high level (specifiers, government officials, designers of design-build companies and other industry players).
- Conducting technical presentations of our technologies (alone or with the help of an engineer depending on the level of technical depth required for the specific presentation).
- Supporting PDI representatives worldwide to help meet sales goals and develop opportunities.
- Attending conferences, as needed.
- This position requires a significant amount of travel both domestically and internationally.

Level of Supervision

- Proactive interaction with the President, Director of Global Sales, and other Executives of the firm, sales team members, administrative staff, and related support departments to ensure on time needs are met or exceeded. Reports to the Director of Global Sales.

Required Qualifications/Education

- Four-year college degree.
- Technical degree is preferred (civil/mechanical/electrical or other engineering/technical degree), however, strong candidates with technical sales experience and technical affinity will be considered.



Pile Dynamics, Inc.

Quality Assurance for Deep Foundations

- Understanding of the civil engineering industry (both domestic and internationally) or willingness to quickly familiarize with it.
- Strong presentation skills.
- Strong interpersonal and communication skills.
- Willingness to travel as necessary.
- Working knowledge of standard PC software including Microsoft Office applications – Word, Excel, PowerPoint and Outlook.
- Must be very self-motivated and have a driven character with strong time management skills.

Compensation

- This is a permanent, full-time, salaried position with annual bonus component.
- Medical insurance (Option 500 or HSA plan).
- Dental and Vision insurance.
- Voluntary/Supplemental: Accident, Short-Term Disability and Voluntary-Term Life Insurance.
- 100% coverage of Group-Term Life Insurance, Long-Term Disability and Accidental-Death-and-Dismemberment (AD&D) Insurance.
- 10 paid vacation days, 10 paid sick days, and 10 paid holidays. (Prorated 1st year of employment)
- 401(k) match.
- Employee Stock Ownership Plan (ESOP) enrollment after 1+ years of service.

EEO Statement

- Pile Dynamics, Inc. is an Equal Employment Opportunity company. All qualified applicants will receive consideration for employment without regard to sex, race, color, national origin, age, religion, marital status, military service, or any other characteristic or trait protected by federal, state, or local law.

Diversity, Inclusion and Connectedness Statement

- Pile Dynamics' commitment to diversity and inclusion are an integral part of our company values. We believe that attracting, developing, and retaining employees that reflects the diversity of our customers is essential to our success. PDI's inclusive culture is the result of our commitments, our collaboration, and our inspiration to grow.

The above statements and responsibilities are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all responsibilities and duties.