



Position: Client Account Specialist (On-site)

Location: PDI maintains its corporate headquarters in Solon, OH.

Position Summary

The Client Account Specialist (CAS) is responsible for selling PDI's industry-leading deep foundation testing equipment and related training services to both domestic and international clients. The CAS will also support GRL's equipment and accessories portfolio, with the opportunity to assume broader portfolio management responsibilities as the role evolves. GRL is PDI's sister company.

The ideal candidate will develop a thorough understanding of PDI's products and services and effectively communicate their features and benefits to clients. This position requires a customer-focused professional who is driven to generate new business and sales opportunities, nurture existing client relationships, and provide exceptional support throughout the sales process.

This is a dynamic role offering the opportunity to work in an innovative environment alongside a highly motivated team while contributing to the growth of two respected companies in the deep foundation industry.

Job Duties

- Market and sell all equipment and related training to international and domestic clients.
- Support GRL sales portfolio with potential transition to full portfolio management as responsibilities expand.
- Identify and pursue new business opportunities while maintaining and growing existing client relationships.
- Respond promptly and professionally to customer inquiries and support requests.
- Utilize the company's CRM system
- Maintain accurate customer records, sales activities, and forecasts within the company's CRM system.

Education & Required Qualifications

- Bachelor's degree in Business Administration, Public Relations, Economics, or a related field required.
- Bachelor's degree in Engineering (Civil etc.) or another technical field preferred.
- Spanish language proficiency preferred.
- Three to five years of technical sales experience preferred.
- Proficiency with Microsoft Office Suite and other standard business software.
- Strong interpersonal, communication, organizational, and time-management skills.
- Demonstrated ability to manage a sales pipeline and provide accurate forecasting.
- Self-motivated with a strong desire to achieve goals.
- Ability to work effectively both independently and as part of a team.

Physical Requirements

- Manual dexterity sufficient to operate standard office equipment.
- Ability to sit, stand, and walk for extended periods.
- Normal or corrected vision and hearing.

Level of Supervision

- Reports directly to the Director of Global Sales.
- Proactive interaction with the sales department and all other company departments (i.e. marketing, production, repairs, shipping, accounting, engineering and the R&D team).

Earnings & Benefits

- This is a full-time, salaried position with an annual bonus component.
- Medical insurance (Option 500 or HSA plan)
 - Monthly company contribution to 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
- Paid vacation, sick and holidays
- 401(k) match; eligibility after 30 days of continuous service.
- Employee Stock Ownership Plan (ESOP); eligibility after a minimum of one year of continuous service.

EEO Statement

- Pile Dynamics, Inc. is an equal opportunity employer. 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.

This job description is intended to describe the general nature and level of work being performed. It is not intended to be construed as an exhaustive list of all responsibilities and duties.