



Position: Latin America Business Development Manager (On-site)

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

Position Summary

The Latin America Business Development Manager is responsible for expanding PDI's presence throughout Latin America, including Mexico, Central America, South America, and selected Caribbean markets. This role focuses on developing new business opportunities, promoting PDI's testing methods and technologies, building relationships with industry leaders, and increasing market awareness of deep foundation testing solutions.

The ideal candidate combines strong technical aptitude with business development capabilities and is comfortable engaging with engineers, contractors, consultants, owners, testing firms, and government agencies. The successful candidate will become a technical and commercial advocate for PDI's products, methods, and services throughout the region.

Candidates with hands-on experience in deep foundation testing, pile testing, geotechnical engineering, or related construction technologies are strongly preferred.

Job Duties

- Develop and execute business development strategies for Latin American markets.
- Identify, qualify, and develop new sales opportunities and strategic partnerships.
- Promote PDI testing methods and technologies through technical presentations, seminars, meetings, and industry events.
- Build relationships with engineers, consultants, contractors, testing firms, owners, and government agencies.
- Identify key industry influencers and decision-makers and develop long-term relationships with them.
- Support efforts to increase awareness of PDI methodologies and encourage their incorporation into project specifications, standards, and industry practices.
- Work closely with PDI's global sales team, technical experts, and executive leadership to identify and pursue growth opportunities.
- Assist customers and representatives in understanding the technical and commercial benefits of PDI products and solutions.
- Attend conferences, training programs, and industry events throughout the region.
- Provide market intelligence regarding industry trends, competitive activity, and emerging opportunities.
- Travel extensively throughout Latin America as required.

Required Qualifications

- Bachelor's degree in Civil Engineering, Geotechnical Engineering, Construction Engineering, or another technical discipline; or equivalent technical business development experience.
- Fluent in Spanish (written and spoken).
- Strong technical aptitude and ability to communicate engineering concepts to technical and non-technical audiences.

- Experience in business development, technical sales, consulting, or client relationship management.
- Excellent presentation, communication, and networking skills.
- Self-motivated, entrepreneurial, and capable of working independently.
- Willingness to travel extensively throughout Latin America.

Preferred Qualifications

- Portuguese language proficiency.
- Experience with deep foundations, pile testing, load testing, geotechnical engineering, or foundation construction.
- Experience operating, supporting, interpreting, or promoting foundation testing technologies.
- Previous experience selling technical products or construction technologies.
- Existing relationships within the geotechnical, deep foundations, construction, or infrastructure sectors in Latin America

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.