



Job offer – Area Sales Manager

Seattle, WA

Role description/responsibilities

- High impact role as part of the regional business development (BD) and commercial team charged with the development of client relationships, business leads and the follow-up and acquisition of project opportunities. Works for the Vice President in support of the short and long-term revenue/margin requirements per the annual business plans. Territory to include:
- NW Pacific in priority (WA, OR, ID, MT, AK)
- Western Canada (BC, AB, SK)
- Others (US and Canada), subject to opportunities and synergy with other sales engineers
- Ensures that all Sixense and OSHA safety regulations are met and considered during the project acquisition process and site visits.
- Provides support in development and on-going support of the regional BD strategy and annual BD plan.
- Assists in development of up-stream projects knowledge to assist owners or engineers in the technical and commercial choices for a better solution.
- Self-perform or as a team to produce proposals.
- Responsible for the proposal from the development stage until the hand-off to the operation team.
- Coordinate with the Vice President the use of internal or external resources (i.e. estimating, operations, external consultant, SBF) to maximize our success in the proposal and marketing/selling process.
- Finalize the financial and technical proposal and organize the closing process when needed.
- Ensure that contractual conditions are reviewed and approved internally.
- Negotiate and close the deal with the support and under the authority of the Vice President as deemed appropriate.
- Hand over proposal files once contract is awarded to the operation team.
- Provide support to the operation team when upstream knowledge and customer relationship is a benefit to the project.



- Work in accordance to the strategy set forth in the Regional Development Business Plan.
- Develop accurate market knowledge for future BD plan strategy.
- Develop relationship with customer decision-makers.
- Propose in coordination with the Vice President potential partners (i.e. JV, subcontractors) that put Sixense at a competitive advantage for a project.
- Building and maintaining a business network with consultants, general contractors and owners.
- Participating to trade shows.
- Visiting new/recurrent clients for presentations.
- Monitoring

Education and experience

- Bachelor of Science in Civil Engineering or related degree.
- OSHA 10-hour training course
- 3 years (min.) experience with client meetings, screening and evaluating project opportunities, and making presentations about project work.
- Experience in the following industries: construction and repairs (underground & aerial infrastructures, signature buildings), infrastructure management (tunnels, bridges, roadways, dams).
- Past sales history a plus.

Technical skills (Required):

- Excellent organizational, written and verbal communication skills.
- Ability to work well within and leading a team.
- Advanced knowledge in job costing programs and systems, bidding process and software, contract negotiations and review, scheduling software.
- Understanding of project risks and ability to make risk assessments.
- Proven business development and sales skills.
- Advanced skills in relationship and contact creation.
- Advanced skill in strategic vision in project acquisition.
- Ability to prioritize, multi-task and ask questions if unsure of job demands/requirements.
- Able to work independently or within a team setting.



Technical skills (Desired):

- MS Office – excellent Word, PPT, & Excel skills required.
- CRM
- ADAS
- Intermediate knowledge (Minimum 5 years) of geotechnical engineering and construction techniques.

Internal contributions:

- Lift, carry, pull and push at least 40 pounds
- Travel per the company travel policy, often overnight and away from home
- Operate in a professional office environment
- Routinely use standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines.
- Converse effectively using both verbal and written communication.
- Make decisions and assume accountability
- Concentrate on tasks
- Demonstrate ability to manage stress and emotions as related to the workplace
- Attention to detail
- Identify and resolve conflict
- Assess safety and risk

Benefits:

- Sixense offers a comprehensive benefits package including healthcare, dental, and vision insurance as well as 401K retirement savings plan. Sixense is an Equal Opportunity Employer.

Please be advised that all interested candidates are REQUIRED to attach a copy of your resume in order to be considered.

- **In an effort to foster a diverse workforce Nicholson Construction encourages applications from minorities, veterans, women and individuals with disabilities. EOE AA M/F/Vet/Disability**

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