



STRUCTURLAM

Intelligence In Wood

Mass timber manufacturing company requires a full-time Project Sales Engineer in the Portland, Oregon market.

Are you ready to be a part of changing the way we build in North America, and bridging the divide between construction and Technology? Our client Structurlam, is one of the most innovative and progressive “employee first” companies in the Mass Timber Industry in North America.

Structurlam is currently looking for their next great **Project Sales Engineer – Mass Timber Specialist** in the Portland, Oregon market and if you are an innovative thinker who is driven to find creative wood designed solutions for your customers’ unique design challenges, you should keep reading.

This role is ideal for someone in sales or who wants to get into sales after spending a few years as an Engineer, Technologist or Architect. In this role, you will be the Mass Timber Specialist responsible for all project sales in the Oregon market with an incredibly talented and collaborative design and production team supporting you.

We are looking for an individual who has the desire to learn and grow personally and professionally in a fast-paced environment. If you want a great leadership team who develops their employees and supports their growth, this could be your dream job.

In this role, in a skyrocketing industry, your customers will be Engineers, Architects, GC’s, Developers and Building Owners. Apply early so you don’t miss the opportunity.

Role:

The Mass Timber Specialist role is to create demand for SPL structural framed solutions in GlulamPlus and CrossLam CLT (Cross Laminated Timber) by creating and meeting demand with the construction community in the Oregon market. You’ll be building lasting customer relationships, specifying SPL products and services and closing profitable sales in order to be successful.

What you’ll be doing:

- Build lasting relationships with all customers including architects, GC’s, and Engineers and take responsibility for the overall customer experience
- Drive sales and projects through to completion in the territory and meet assigned sales targets

- Develop specifications with architects, engineers, contractors and distributors
- Produce accurate estimates that are priced effectively to respond to the market, existing order file and profitability of the company to maintain the healthy profitability of SPL
- Coordinate internal selling activities with all other departments, including the design team
- Organize promotional events and attends trade shows in the territory from time to time (sometimes outside of office hours)
- Maintain accurate sales forecasts, project schedules, CRM software and participate in the sales meetings
- Assist with the development of the SPL's annual sales and marketing plan

Requirements

What you bring:

- Minimum 3 years successful track record in one of the following: Sales, Engineering or Architect experience in the wood, mass timber or timber industry
- Demonstrated ability to work through complex design challenges
- Outstanding consultative abilities and negotiation skills
- Technical diploma or degree in a building construction, Engineering or related field of study
- A team player with the ability to work independently with minimal supervision
- A relentless drive to do the right thing for your customers and colleagues
- The ability to overcome adversity regardless of the situation
- Effective oral and written communication skills

Apply early to be sure you are considered.

To learn more about Structurlam and Mass Timber projects in Oregon click here:

- <https://www.youtube.com/watch?v=d30BVnv3vfy>
- <https://vimeo.com/uncagethesoul/review/245292665/f73301703b>

Benefits

What you'll get in return:

- Competitive salary, including a highly competitive Commission Structure;
- Health and dental extended medical;
- Car expense allowance;
- Great opportunities for learning and development;
- An opportunity to be part of some of the most innovative architectural projects in Oregon.

Job Type: Full-time

Please submit your resume to: hr@structurlam.com