

JOB DESCRIPTION - EFVM® TECHNICIAN

DEPARTMENT - FIELD OPERATIONS

DESCRIPTION

The Electric Field Vector Mapping (EFVM®) Technician is responsible for the installation testing wire and EFVM® testing and/or troubleshooting on all types of roofing, waterproofing, and coatings. Specific duties include conducting regular inspections of EFVM® equipment/maintenance, performing EFVM® tests and troubleshooting tests on existing projects, and the completion of detailed and accurate final client reports.

RESPONSIBILITIES - EFVM® TESTING

- Install Vector 9 wire and use EFVM® equipment in accordance with established procedures and practices.
- Regularly monitor and maintain EFVM® equipment to ensure it remains in working order.
- Perform integrity testing and troubleshooting testing to identify any breeches or defects in the project's membrane/coatings.
- Investigate readings for accurate leak locations and causes to record on membrane and to include in report summary.
- Perform visual inspections on projects.

OTHER DUTIES

- Ensure all tools, supplies, and equipment are in working order, and arrange for replacements as necessary.
- Adhere to all health and safety practices and procedures.
- Adhere to all applicable laws and regulations, including building, trade, fire, and construction codes, as well as company policies.

POSITION REQUIREMENTS - FORMAL EDUCATION AND CERTIFICATION

- High school diploma or equivalent required
- Completion of an approved community college or apprenticeship program that includes both theoretical and practical components of construction.

KNOWLEDGE AND EXPERIENCE

- Minimum 2-5 years of directly related work experience within Roofing, Waterproofing, or Construction.
- Strong understanding of roofing, waterproofing, and coatings material.

WORKING CONDITIONS

- Required to work indoors in office setting.
- Required to work outdoors in a wide range of weather conditions.
- May occasionally come in contact with unpleasant or hazardous materials.
- Continuous travel

PERSONAL ATTRIBUTES

- Excellent analytical and problem solving skills.
- Ability to read, comprehend, and apply blueprints and other technical materials.
- High degree of physical fitness and endurance to complete physical aspects of the job, including the ability to lift objects weighing up to 50 pounds.
- Strong work ethic and self-motivation to complete tasks without direct supervision.
- Strong oral and written communication skills.
- Ability to manage multiple priorities.
- Well-developed customer service skills.
- Flexibility to work extended and non-standard hours as required.
- Valid driver's license and access to a reliable vehicle may be required.
- Interest in 75-100% travel within the country.

JOB DESCRIPTION - ACCOUNT MANAGER

DEPARTMENT - SALES

DESCRIPTION

The Account Manager is responsible for coordinating and developing all activities related to the sale of the organization's products and services within a specific geographical region or area and achieving sales and profitability goals in that region. This includes building and developing high customer service and satisfaction, while also achieving sales goals. The Account Manager is also responsible for developing a comprehensive understanding of the current market in order to formulate sales strategies and set sales targets within their geographical area.

RESPONSIBILITIES - SALES STRATEGY

- Develop and adhere to business plans to achieve the organizational vision for the sales area.
- Forecast and track sales in the region in Salesforce on a daily basis.
- Conduct analyses to determine pricing and terms of related products and services within the current market, and customer needs and preferences.
- Review monthly reports and operation records.
- Meet sales objectives and follow pricing models provided by management.

POSITION REQUIREMENTS - FORMAL EDUCATION AND CERTIFICATION

- University Degree or College Diploma in Business Administration, Marketing or a related field (specialization in sales is preferred).

KNOWLEDGE AND EXPERIENCE

- Extensive customer service experience in assessing and fulfilling customer needs.
- Meeting specified standards with respect to products and services.
- Exceptional oral and written comprehension, communication and presentation skills.
- Experience demonstrating, promoting, and selling products/services.
- Knowledge and experience with marketing/sales strategy and tactics.
- Knowledge of administration, business, and management principles.
- Experience with MS Office, as well as Customer Relationship Management/Salesforce software and other analytical or project management tools.
- Several years experience within Roofing/Construction industry.
- Extensive experience working in a team environment.

PERSONAL ATTRIBUTES

- Self-starter.
- Excellent written and verbal communication skills.
- Exceptional interpersonal skills.
- Ability to understand and react to customer needs.
- Organizational skills.
- Team player.
- Able to prioritize.
- Willingness to travel within your sales territory.
- Flexible and adaptable.