



Employee Name:			
Job Title:	Technical Director	Exemption Status:	Exempt
Department:	Sales-Technical Team	Reports To:	VP of Sales Operations
Location:	Remote	Last Updated:	12/23/2022
Purpose of the Job:	Technical Director provides technical support to Company's Sales and Estimating teams during the sales process and technical & sales training for sales team		

Job Duties

- **Project Support**
 - Act as consultant to the Sales, Estimating and Production team for all projects requiring advanced technical experience
 - Work with Regional and Corporate Sales Teams to develop and deliver professional solution proposals
 - Strategize with Sales on how best to approach complex opportunities
- **Estimating Support**
 - Serve as Sales liaison and consultant with Estimating to ensure accuracy of scope and estimate details
 - Identify opportunities to optimize estimates and maximize chances of winning business
 - Assist with scope development and advise estimating with a focus on efficiency
- **Sales and Operational Support**
 - Serve as the technical point of contact on individual opportunities in all Regional Sales markets and Corporate Sales
 - Assist in evaluating broader initiatives in these Regional and Corporate markets
 - Assist in facilitating sales pipeline development in Regional and Corporate Sales markets
- **Sales Training**
 - Create and document sales training workflows and SOPs
 - Provide regular training to the Sales Organization

Skills and Qualifications

- 10+ years of technical sales experience in the commercial roofing Industry
- In-depth knowledge of commercial roofing systems across manufacturers
- Ability to quickly understand job/customer specific requirements and industry standards
- Ability to communicate technical product information in a manner clients can understand
- Excellent written and verbal communication skills
- Organized and detailed oriented

Employee Signature:		Date:	
Manager Signature:		Date:	