

Sales Engineer

Cascade Joinery, the Northwest's leading producer of crafted timber work, is searching for an experienced Sales Engineer. The ideal candidate has a passion for finely crafted woodwork, respects craftsmanship and takes satisfaction in providing technical solutions to clients. This role will grow the business by developing relationships and closing profitable sales at target volumes. Must be genuine and forthright and an inquisitive lifetime learner. Cascade Joinery has a small team located in Ferndale.

Key Responsibilities of the Sales Engineer:

- Network to generate leads and prospects, establish relationships and grow the business.
- Maintain and enhance existing relationships and establish new relationships with influencers and potential clients in target markets.
- Provide technical expertise to clients regarding timber construction methods and processes.
- Close business and achieve established sales quotas.
- Develop successful proposals.
- Streamline the sales process.
- Nurture seamless working relationship with the internal production team.
- Establish strong relationships with architects and builders in target markets.
- Enhance the company reputations by focusing on great service and extraordinary quality.

What the Successful Sales Engineer candidate will have:

- Bachelor's degree in Engineering or other related field.
- 4+ years of sales experience in crafted timber wood, architecture, engineering and design.
- Proficiency in Microsoft Office and working knowledge of AutoCAD.
- Broad technical understanding of construction methods and processes.
- Ability to read and understand structural drawings.
- Ability to assess the feasibility/buildability of a proposed project.
- Excellent verbal and written communication skills.
- Highly organized, self-starter and problem solver.
- Positive attitude, industrious, ambitious with a strong work ethic.

Since 1990, Cascade Joinery has provided crafted timber work for a wide range of buildings—homes, retail buildings, churches, community centers, restaurants, office buildings and public pavilions. As the Mass Timber movement has grown the Joinery has developed a presence in this market as well. In addition to the fabrication and installation of crafted timberwork, Cascade Joinery provides specialized and creative structural timber engineering, connection detail design, and guidance for timber specifications, design consultation and value engineering. Cascade Joinery is also an expert in SIPs (structural insulated panels), both in design and in-field installation. Go to <http://www.cascadejoinery.com/> to learn more.

Cascade Joinery offers outstanding benefits including a competitive compensation, health insurance, paid time off, paid holidays and a simple IRA. If you would like to be a part of this dynamic company, submit your cover letter, resume and salary requirements to jobs@allthings-hr.com.