



MidAtlantic Technical Sales

This position will work as a collaborative member of our team to Be A Solution Provider. We are seeking an eager Engineer who is interested in transitioning into a more sales-focused role. They will be taught about our product and industry and given the opportunity to grow into a Regional Sales Manager for the Mid-Atlantic region. To accomplish this goal, the responsibilities of this position include, but are not limited to:

- Market and sell the T-WALL® Retaining Wall System
- Provide excellent customer service while establishing and maintaining relationships with current and prospective clients
- Develop and manage project proposals, quotations, and sales contracts
- Prepare and deliver technical presentations explaining our product and services
- Maintain knowledge of competition - products and pricing
- Track and analyze sales to gauge ROIs and optimize sales approach
- Support business development through lead generation and management, networking, presentations, industry conferences, and events
- Work with customers during the design process to promote and provide innovative solutions for their earth retention problems
- Work with our engineering/production/construction team to ensure customer requirements are met

Job Requirements

- MS in Civil Engineering with a structural or geotechnical focus preferred, BS in Civil Engineering with experience will be considered
- PE or ability to obtain PE preferred
- Ability to learn and grow within the highway and rail industry
- Ability to learn to review and analyze highway/rail contract drawings and specifications
- Excellent verbal and written communication skills
- Excellent negotiation and communication skills
- Computer proficiency – Microsoft Office and basic CAD
- Extensive travel within the region

Salary and Benefits

The Neel Company offers a competitive salary based on experience along with a comprehensive benefits package for all full-time employees including: life insurance, health insurance, 401k, and Paid Time Off.

About the Company

The Neel Company is a nationally recognized firm specializing in the design and supply of the T-WALL® Retaining Wall System. Our clients are the country's largest consultants and contractors, DOTs, Class I railroads, and other industry owners. Thirty years of experience allows us to provide customized transportation solutions.

Our *Concept to Completion* philosophy means we are involved with projects from design to production through construction, all while offering a high level of support to our customers.

To Apply

Interested candidates should send their cover letter and resume to resumes@neelco.com. Submissions without a cover letter will not be considered.