



Technical Sales Manager (TSM)

Location: Remote

About Fiberforce:

Since 1993, FiberForce by ABC Polymer, LLC has been tried and historically proven in over 125 million cubic yards of fiber-treated concrete. FiberForce is the only fiber manufacturer in the USA that focuses exclusively on manufacturing synthetic concrete fiber, in-house engineering services, and technical field support that offers all four major fiber types (micro, macro, blends, and steel).

FiberForce offers field support with our global technical sales team that has a primary focus on managing each fiber-reinforced project from conception of design to placement of concrete. We do this with a first-in-class team of TSMs (Technical Sales Managers) that lead the market in technical support experience with an average tenure of 15 years enabling FiberForce to deliver engineered solutions from pellet to placement.

Duties and Responsibilities include, but are not limited to:

- Sales and marketing support in Idaho and Utah
- New business development
- Customer Retention
- Customer Technical Support
- Customer Visits
- Daily, Weekly & Monthly reporting of activities
- Monthly/Quarterly Reporting (Summaries & Forecasts)
- Annual Business Plan (revised quarterly)
- Trade Organization Representation
 - FRCA
 - ACI
 - ICC
 - NRMCA
 - ACIA
 - World of Concrete (Trade Show)
 - Shotcrete Trade Associations

Territories: Idaho and Utah

Experience and Requirements:

Construction/Ready Mix/Sales experience is preferred but not required. Must be willing to travel. Successful candidates will be self-motivated, hard workers with an entrepreneurial nature.

The FiberForce home office is based in Helena, AL, although Technical Sales Managers work remotely within their territories. This TSM position reports to the Western Region Sales Manager, Laurie Leischner.