

## Job Description

**Title:** Construction Design Manager

**Location:** Remote (SouthCentral - TX, West - CA)

**Reports to:** Regional Manager

### **Purpose:**

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a Construction Design Manager.

### **Essential Duties & Responsibilities (includes, but not limited to):**

- Establish influence and strong relationships as a trusted advisor with key influencer accounts who are involved in making decisions related to the purchase of building products for construction projects. Influencers include, but are not limited to, architects, consultants, building code officials, general contractors, installers, prefabricators, strategic, and corporate accounts
- Provide a positive customer experience through the promotion of services, products and systems as a Sto brand ambassador
- Communicate new Sto services, products and systems through various methods to effectively bring them to market
- Assist influencers in developing project specifications for Sto products and systems with an emphasis on gaining competitive advantage
- Actively participate in industry/trade associations such as AIA, CSI, BEC, RCI, ICRI, AWC
- Perform other duties as assigned

### **Knowledge/Skills/Abilities:**

- Minimum five years in sales and/or sales management in a construction related field or previous experience shows the use of skills needed to execute this position successfully
- Bachelor's degree in business administration or construction management or its equivalent in work experience
- Additional language skills would be an asset
- Strong leadership skills and ability to thrive in results-oriented environment
- An affinity for current digital technologies is essential
- Ability to define problems, gather data, establish facts, and draw valid conclusions
- Strong knowledge and proficiency in data software: MS365 (required), CRM (preferably Salesforce.com)

- Excellent oral and written communication skills and strategic listening skills are necessary to effectively exercise tact, discretion, judgment and diplomacy when interacting and/or negotiating with all levels of internal and external customers
- Strong organizational skills - attention to detail and self-motivator - willing to take the initiative
- Creative innovator with entrepreneurial spirit
- Ability to travel independently, as needed (60% or more)
- Active, lifelong learner mentality

**To Apply:**

Submit your resume and cover letter to [Jobs@StoCorp.com](mailto:Jobs@StoCorp.com). Job ID: CDM