

## Job Description

**Title:** Field Service Manager

**Location:** Remote (North - OH and SouthEast – Atlanta, GA)

**Reports to:** Regional Manager

### **Purpose:**

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

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

- Establish influence and strong relationships as a trusted advisor with key installer accounts who are involved in making decisions related to the purchase of building products for construction projects
- Project sales through meeting or exceeding assigned conversion rates of Sto specifications as defined in the annual business plan
- Capture and nurture target and existing account opportunities through delivery of value-add services
- Management and execution of the installer engagement program, defined by the installer matrix, and as assigned in the annual business plan
- Communicate new Sto products, systems, and services through various methods to effectively bring them to market
- Perform other duties as assigned

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

- Minimum five years successful and demonstrated history of construction, applicable trades, building product application, technical, and/or sales competence or previous experience shows the use of skills necessary to execute this position successfully
- 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: FSM