

## Job Description

**Title:** Construction Design Manager

**Location:** Remote – West Region

**Reports to:** Director, Construction Design

### **Purpose:**

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **Construction Design Manager (CDM)** for its West Region. The purpose of this position is to develop and nurture relationships as a trusted advisor with local, regional, and national key accounts in new and/or existing construction projects. Within the assigned territory, the CDM will effectively communicate the value of Sto's systems, products, specifications, and consultative services to generate exceptional business growth through project sales that align with Sto's core business and strategic objectives.

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

- Establish and build 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, developers, general contractors, and building code officials.
- Provide a positive customer experience through the promotion of services, products and systems as a Sto brand ambassador.
- Provide educational seminars and luncheons with specific, Sto branded messaging to targeted influencers.
- 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.
- Manage efficient transfer of project information to Field Service Managers (FSM) or appropriate channel after specifications are secured to complete the sales cycle and close projects. Updating and tracking required through CRM.
- Collaborate and engage Field Service Managers when necessary to move key projects and opportunities through the sales pipeline.
- Actively participate in industry/trade associations such as AIA, CSI, BEC, RCI, ICRI, AWCI.
- Collaborate with Lead Generation Specialists (LGS) to identify key influencer accounts and target projects ahead of the planning stage.
- Monitor and report competitive activity including, but not limited to, new products or initiatives and promotional programs.

- Monitor and report building code or municipality ordinance changes/adoption which could potentially impact Sto products or services.
- Execute the objectives of the annual business plan via agreed upon tactics and according to the company's stated strategy.
- Convert qualified leads to Sto specifications as defined in the annual business plan.
- Manage the CRM project pipeline to increase lead conversion (specification) and close rates, including increasing probability above assigned rates.
- Meet annual goals and achieve assigned KPI aligned with Sto's core and strategic initiatives.
- 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.
- Knowledge and sales experience in building envelope solutions a plus
- Bachelor's degree in business administration or construction management or its equivalent in work experience.
- Ideal candidate would reside in Southern California, but not a requirement.
- 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-WR