

Job Description

Job Title: Sto Ventec Specialist

Location: Pacific Northwest (Near Major Metropolitan Areas)

Region Territory: Oregon, Washington, California, Idaho, Montana, Wyoming, Utah, Arizona, New Mexico, Colorado

Reports to: Director, Construction Design

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **Sto Ventec Specialist, responsible for the Pacific Northwest**. This role will support and train Sto Corp. sales groups including Construction Design Managers (CDMs) and Field Service Managers (FSMs) with a specific focus on our Sto Ventec initiative. In addition, this role will support and assist in the establishment of key distribution partners that will align with the go to market strategy with Sto Ventec. This role while mainly focuses on the Ventec product initiative this is a support role for all of our initiatives including Sto Cast and Sto Panel.

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

- Train and support the strategic targets in each region with specific focus on the end user and distributor for Sto Ventec product.
- Set up distribution training sessions with key distributors in each region to help understand the Sto Ventec product and sales process.
- Collaborate with CDM's in specific markets with targeted, strategic Architects.
- Proactively assesses, clarifies, and validates CDM's and FSM's needs as it relates to Sto Ventec.
- Manage incoming website leads and passing them along to CDM's and FSM's and National Accounts.
- Combine efforts with National Account Manager for national brand awareness with Sto Ventec.
- Approximately 60% travel, domestically within region.
- Perform other duties as assigned.

Knowledge/Skills/Abilities:

- Proven track record of sales growth and business development in the rainscreen industry.
- Possess ability to train and work with key distributors and understand their customer demands.
- Bachelor's degree in business administration, construction management or related field. Equivalent work experience may be substituted for the degree requirement.

- 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.
- Strong background in technical sales specifically in rainscreen products.
- Be able to recognize market growth areas within a territory and strategically promote within said areas.
- Ability to define problems, gather data, establish facts, and valid conclusions.
- Strong knowledge and proficiency in data software: MS365 (required), CRM (Preferably Salesforce).
- Excellent oral and written communication skills and strategic listening skills are necessary to effectively exercise tact, discretion, judgement 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 and entrepreneurial spirit.
- Active, lifelong learner mentality.

To Apply:

Submit your resume and cover letter to Jobs@StoCorp.com. Job ID: RVS-PNW