

RWC Job Opportunity

Position: Engineered Solutions Manager

Company: RWC

Manager: Engineering Director

Location: Vaughan / Vancouver

Posting Date: June 28, 2024

Incredible opportunity with a market leader and manufacturer of water solutions for residential, commercial, and industrial applications. Looking to add two dynamic engineering professionals (one based in Vaughan and the other in Vancouver) in our application engineering department. Well-paying role with great benefits!

Representing the Company's portfolio of innovative plumbing products, this position is responsible for leading and driving engineering specifications regionally. In addition, the role is responsible for application engineering, training, customer development, and regulatory functions. The role collaborates with sales/marketing functions and acts as a product consultant for both new and existing customers. The ideal candidate will have a bachelor's degree in engineering and strong people leadership, sales engineering management aptitude, and specification experience with mechanical and/or HVAC engineering firms. Knowledge of local plumbing codes and standards an asset.

Position Responsibilities:

- Champion the specification of RWC products and services with mechanical / plumbing contractors.
- Review drawings, bill of material, and other complementary documentation and prepare shop drawings.
- Provide necessary application, regulatory, and technical support to the internal sales team and external sales agencies in implementation of sales initiatives.
- Provide product training to specialized groups such as trade organizations and inspector associations.
- Attend trade shows, conferences, and industry events.
- Build and grow a pipeline of new specification opportunities in residential, commercial, and institutional segments and drive results.
- Build strong relationships with senior leadership at existing and new customers, contractors, and engineers.
- Maintain a positive working relationship with external sales agents, contractors, engineers, and OEM customers/developers.
- Embrace and support growing business demands in our constantly changing marketplace.
- Recommend new product development and strategies to fill any gaps in current product offering.
- Work with internal and external stakeholders to maintain constant engagement to drive results.
- Travel regionally as required.

Requirements and Skills:

- Bachelor's degree in engineering; with a preference towards mechanical or plumbing engineering.
- A minimum of 4 years' experience working with mechanical/plumbing engineers is required.
- Strong problem-solving, negotiation, presentation, and analytical skills.
- A driven, self-motivated team player with solid ethics and integrity, requiring minimal supervision in delivering established goals.
- Adaptable to working with a diverse customer base and stakeholders. Should be comfortable working with all levels from senior management to plumbers / construction staff.
- Keep current with economic indicators, changing market trends, competition strategies, and market intelligence.

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Working Conditions & Physical Demands:

- Require both sitting, standing and flexibility to move, connect, and demonstrate products in various set-ups. Excellent vision, hearing, speech, and listening skills are required to perform essential functions of the job.
- Able to work on weekends as required.
- Should have a valid driver's license and should be comfortable driving to job sites and customer's place of business.
- Requires travel by car and plane on a frequent basis.