Sales Engineer
ADIP/ASWP Sales Division

American Ductile Iron Pipe, a division of American Cast Iron Pipe Company, produces and markets 4” - 64” ductile iron pressure pipe. These products are primarily used in municipal water and waste water systems. We utilize engineers to market and sell our products to municipalities, contractors, and consulting engineers active in the public works field. The positions we fill can involve significant amounts of travel depending on the location and workloads. This individual will have responsibility for planning, marketing and sales for the territory. The Sales Engineer will develop positive, long-term relationships with owners, engineers, and distributors that lead to beneficial results and repeated exclusive buying practices toward ACIPCO. This individual will negotiate contracts and settle disputes in ACIPCO’s best interest. In addition, the Sales Engineer will oversee ordering and handling of all accounts and coordinate marketing and sales activities with the territory.

Company Profile

American Cast Iron Pipe Company (ACIPCO) was founded in 1905 and celebrated its Centennial in 2005. ACIPCO manufactures a diversified product line for the waterworks, capital goods and energy industries. The Corporate headquarters and principal plant are located in Birmingham, Alabama. The products manufactured by ACIPCO are produced and marketed worldwide through the following divisions: AMERICAN Ductile Iron Pipe, AMERICAN Flow Control, AMERICAN Centrifugal, AMERICAN Steel, AMERICAN SpiralWeld, and International Sales.

The ACIPCO plant facility in Birmingham covers more than 2000 acres. Also, ACIPCO has six other manufacturing locations including: American Castings, LLC, Pryor Creek, Oklahoma; American SpiralWeld Pipe Company, LLC, Columbia, South Carolina; American Valve & Hydrant Manufacturing Company, Beaumont, Texas; Intercast SA, Itauna, Brazil; Specification Rubber Products, Inc., Alabaster, Alabama and Waterous Company, South Saint Paul, Minnesota. Total employment is approximately 3,000 employees.

ACIPCO is a privately held company and operates as a beneficial trust with both employees and customers as beneficiaries. ACIPCO’s founder, John J. Eagan, developed a unique plan of industrial cooperation under which the company operates today. The employees work together as a team under the guiding principle of commitment to quality and service. This philosophy helped ACIPCO become recognized as one of the top companies in America by being named one of FORTUNE’s “100 Best Companies to Work For” eight times (1998 – 2005) in a row.

ACIPCO’s corporate philosophy is to respond to customer demand with premium quality products shipped in a timely manner at a fair and competitive price. Its dedication to meeting this goal has earned it the prestigious ISO 9000 Certification.

Benefits

American Cast Iron Pipe Company follows a long-standing policy of promoting from within the organization whenever possible. The Company provides outstanding employee benefits, such as Medical and Dental coverage, paid vacations and holidays, non-contributory pension plan, 401k, tuition reimbursement, etc., in addition to profit sharing through the Eagan Trust. Our starting salaries will usually be in line with those offered to engineers for work performed in similar types of heavy metal industries. As your career progresses, your salary will be based on your own performance, the value of your contributions and your ability to handle increased responsibilities.

Training & Relocation

The training program Sales Engineers last approximately six months at our plant and general offices in Birmingham, Alabama. Initial territory assignments and possible future relocations include: Atlanta, Georgia; Birmingham, Alabama; Chicago, Illinois; Dallas, Texas; Denver, Colorado; Kansas City, Kansas; Minneapolis, Minnesota; Orlando, Florida; Pittsburgh, Pennsylvania; Sacramento, California.
Requirements

- You possess a Bachelor’s Degree in Engineering (preferably Civil, Mechanical or Industrial Engineering) or Construction Management with an interest in Sales Engineering or Technical Marketing.
- You will be a Fall 2006 or Spring 2007 graduate. (Later graduates will be considered at a future date)
- You must be authorized to work in the United States.
- Must be physically able to perform the key responsibilities and essential functions of the position with or without reasonable accommodations.

Key Responsibilities

- Establish and develop long-term relationships with owners and engineers to ensure that ACIPCO products are being properly specified in a way that gives ACIPCO a competitive advantage.
- Establishes and develops long-term relationships with contractors that work toward exclusive buying practices with ACIPCO.
- Develop/maintain working relationship with ADIP distributors.
- Develop and maintain a minimum of ten pending projects as approved by the District Manager.
- Establish long-term sales and marketing goals in territory, and work to meet those goals.
- Responsible for complete handling of all bids in respective territory.
- The principles of Project Management are understood and consistently applied for the benefit of American and our customers.
- Miscellaneous responsibilities.

Essential Functions

- Sitting at a desk, in car, and occasionally on plane.
- Standing and walking on various surfaces, some uneven depending on job site.
- Climbing stairs, ladders, and balancing required, depending on job site.
- Stooping, kneeling, and crouching required, depending on job site.
- Crawling required to check joint separation, quality, etc.
- Overhead reach required depending on job site.
- Forward reach required for desk activities and at job site, depending on each assignment.
- Bended reach required for filing and some activities at job site.
- Handling required for phone use, files, carrying briefcase, positioning equipment, etc.
- Use of fingers required to use tools, scales, digital phone, writing, leafing through sales brochures, etc.
- Feeling required to check for quality, pipe cracks, temperature (gasket problems), etc.
- Talking essential for phone, person to person with engineers and customers, giving and receiving instruction, pricing, etc.
- Vision required to ensure quality, check blueprints, etc.
- Hearing required for quality and safety.
- Lifting plans, briefcase, sales brochures, binders, up to an 80 pound fitting or tee, etc.
- Carrying files, briefcase, plans, specifications, calculators, sales brochures, binders, up to 25 pound maximum.
- Pushing and pulling drawers, doors, equipment, up to a maximum of 25 pound force.