



Taylor Devices, Inc. (TDI), located in North Tonawanda, NY, is a leading manufacturer of shock absorbers, liquid springs, shock isolation systems, seismic/wind dampers, and other types of hydro-mechanical energy management products. TDI offers a widely varied product line to a diverse customer base. Historically, our sales revenue is split between aerospace/defense applications and structural/industrial applications. We are currently looking to add a Technical Sales Engineer to our Team with the title of Senior Project Engineer. The successful candidate will be an employee of TDI and will be compensated through a negotiated salary/commission agreement. Maintaining residence in the Western US, close to our customer base, is preferable.

Position Summary

With the cooperation and support of the TDI Team, the successful candidate will be responsible for providing technical support to structural engineers by optimizing the design of structures that incorporate our products to address seismic and wind related excitations. The successful candidate will participate in all facets of the business including communications with the existing customer base, targeted new potential customers, and strategizing marketing campaigns for damper applications to varied stakeholders and markets.

The ideal candidate will be experienced in structural design, specifically in the area of earthquake resistant design. This requires a sound knowledge of ASCE Building Codes for new and existing buildings and a foundational knowledge of damping devices and their merits. A working knowledge of structural design software such as ETABS and SAP2000 is expected; experience with PERFORM-3D is a plus. The candidate will take existing models provided by clients and add viscous damping to show the benefits of dampers and why they should be used in their specific application.

The successful candidate will work with the current Senior Project Manager and Structural Products Sales Director, both located in the Western U.S., as well as the rest of the TDI Team located in North Tonawanda, NY.

Essential Functions

- General and technical support of Sales Opportunities in support of our Growth Strategy.
- Meeting with structural engineers and assisting them through the process of design, project development and project fruition.
- Support of Campaign and Capture Plans per our Growth Strategy as necessary including follow-up and communication with key Stake Holders.
- Creative design of new presentation materials with assistance from the TDI Team.
- Customer support during visits.
- Attend networking events that are hosted by local organizations.
- Presentations at conferences a plus but not required.
- Travel for presentations and/or technical conferences or meetings.
- Quarterly travel to Buffalo is likely for team coordination work weeks.

Territory

- Worldwide with primary emphasis on the Western US/North America.

Requirements

- Minimum BSCE. Licensed Structural or Professional Engineer in CA a plus.
- Must have excellent communication and organizational skills.
- Strong interest in using technical knowledge for business development & sales efforts.
- Minimum of 5 years' experience in a structural engineering related field required.
- Extensive training will be provided by TDI both remotely and in-person as needed.

Salary/Commission

- Commensurate with experience & qualifications

Benefits upon Permanent Hire

Medical, Dental, Vision, 401k and Company Match, Health Savings Account with Company Contribution for High Deductible Health Plans, Company Paid Life Insurance, Stock Purchase Plan, Tuition Reimbursement, Paid Holidays, Vacation, Personal Time, On-the-job Training, Employee Assistance Program

How to Apply:

Submit a resume to: employment@taylordevices.com

Taylor Devices is an Equal Employment Opportunity Employer. All qualified applicants will receive consideration for employment without regard to veteran status, uniform service member status, race, color, religion, sex, national origin, age, physical or mental disability, genetic information or any other protected class under federal, state, or local law.

Taylor Devices is a drug free work zone. Acceptance of this position is contingent upon applicant passing a pre-placement physical and drug screen. Upon hire, background checks are performed with employee's authorization.