



Technical Director, Structural Engineering

Taylor Devices, Inc. (TDI), located in North Tonawanda, NY, is a leading designer and manufacturer of seismic and wind dampers, and a range of hydro-mechanical energy management products. TDI offers a wide variety of specialized products to a diverse customer base. Our sales revenue is split between structural and aerospace/defense applications. We are currently looking to add a Technical Director to our Structural Business Development Team. The successful candidate will be an employee of TDI and will be compensated through a negotiated salary and incentive plan. Maintaining residence in the Western US, close to a significant portion of our customer base, is preferable.

Position Summary

The successful candidate will provide technical support to structural engineers in areas of structural analysis with dampers, damper design, peer review and damper implementation (construction) advice for both new and retrofitted structures. The majority of our projects are buildings in high seismic zones such as the Western USA. We also give support to bridge projects and building projects using dampers to mitigate wind-induced vibrations. The successful candidate will interface directly with existing and new customers to give support and develop business opportunities.

The ideal candidate will be highly proficient in structural analysis and 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 which will be further developed early in the position. Proficiency with structural design software such as ETABS and SAP2000 is expected; experience with PERFORM-3D is a plus. A key component of the position will be to take existing models from clients to integrate and optimize damper designs for early schematic level decision making.

Engineering work to also include damper design, specification preparation and review, preparation of proposals and bids, costing and cost analysis.

The successful candidate will report to the Director of Structural Engineering and work within the Structural Team, all located in the Western U.S. They will also work with the TDI Team headquartered in Buffalo, NY.

Essential Functions

- General and advanced technical support of sales opportunities in support of our growth strategy.
- Support of campaign and capture plans per our growth strategy as necessary including follow-up and communicate with key stakeholders.
- Meeting with structural engineers, general contractors, and fabricators and assisting with design, detailing, budgeting, project development and execution.
- Frequent interaction with engineers and customers via web meetings.
- Regularly visit Structural Engineers to give presentations and develop relationships.
- Actively network with Structural Engineers at conferences and technical events.
- Give presentations and papers at conferences.
- Creative design of new presentation materials, technical literature, sales and marketing literature.
- Travel for presentations, technical conferences, and meetings.
- Quarterly travel to New York for work weeks with the Buffalo Team.

Requirements

- Minimum BSCE. Licensed Professional Engineer in CA, OR or WA. An SE is a plus.
- Must have excellent communication and organizational skills.
- Must have good networking skills.
- Strong interest in using technical knowledge for business development & sales efforts.
- Minimum of 10 years' experience in a structural engineering related field required.
- Extensive training will be provided by TDI both remotely and in-person as needed.

Salary and Incentive Plan

- 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, Voluntary Life Insurance, Voluntary Short-Term Disability, Voluntary Long-Term Disability, Company Bonus Plan, Stock Purchase Plan, Tuition Reimbursement, Paid Holidays, Paid Time off, On-the-job Training, Employee Assistance Program, PPE Reimbursement, Company Referral 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.