

Technical Sales Manager – Eastern Region

REFRATECHNIK North America, Inc. located in St. Louis, Missouri seeks a Technical Sales Manager – Eastern Region for a remote work-from-home position from anywhere within the central or eastern time zones of the United States, responsible for providing automation engineering expertise and product support to REFRATECHNIK's marketing teams in order to facilitate the sale of the company's automation refractory products. Specific duties will include: (i) providing quotes based on technical engineering study for refractory materials that can improve refractory performance; (ii) supporting the inspection of refractory product installations to ensure that engineered standard specifications are met; (iii) overseeing mechanical schematics, close tolerance for expansion, welding specifications, and operation of concrete pumps; (iv) leading customer installation projects and acting as subject matter expert for all aspects of the project to ensure successful product selection, sale, and installation; (v) utilizing automated 3D mapping components to achieve best results; (vi) exploring commercially available automated refractory installation and inspection technology and building relationships with providers; (vii) analyzing results provided by automated refractory mapping instruments and implementing engineering recommendations that minimize the wear of the refractory; (viii) employing engineering methodologies to automate and optimize internal business processes to avoid human errors, and reduce labor spent and liaising for the Sales department within the Internal Management Systems of the organization; and (ix) providing marketing, business development, and product engineering support to cultivate and ensure opportunities for future business development and market penetration.

This is a work-from-home position. The employee can work remotely (with appropriate telecommuting systems) from anywhere within the central or eastern time zones of the United States but must be able and willing to travel domestically up to 10% and internationally up to 30% to various unanticipated employer and client locations.

Must possess a Bachelor's degree (or foreign equivalent) in Automation Engineering, Automated Production Engineering, Mechanical Engineering, Chemical Engineering, or a related Engineering degree plus three (3) years of experience in a production or process role for refractory cement manufacturing.

Must know (from any completed university-level courses, seminars, workshops, or real-world hands-on experience): refractory cement manufacturing (including mechanical schematics, close tolerance for expansion, welding specifications, and operation of concrete pumps); refractory temperature requirements for preheating tower, kiln, and cooler; refractory wear mechanism (including mechanical stresses and chemical wear); refractory surfaces preparation (including cleaning, welding, expansion, and setup of the machines and pumps); refractory installation process (including pumping, gunning or shotcrete, and curing times for different materials); and safety standards (including MSHA regulations).

Apply at: <https://www.refra.com/en/Careers/>