

**Title:** Region Engineer

**Reports:** President

**Status:** Exempt

**Location:** US

### **Position Overview**

Join a prestigious team and make a difference in building a resilient and long-lasting infrastructure. The Region Engineer (RE) works to support the ACPA Strategic Plan, with a goal of increasing Reinforced Concrete Pipe (RCP) and Precast Box Culvert's market share in the public sector and ensuring the products are favorably specified across the U.S. REs provide a national presence at the state level and work closely with producing members to educate state DOTs, municipalities, and federal agencies on the many advantages of precast pipe and box culverts; as well as provide the most appropriate manufacturing methods, design, and installation practices. REs united voice for producing members and advance the ACPA's mission.

### **Essential Job Functions**

1. Develop professional and genuine relationships with agencies, engineers, members, and colleagues in their focus states and region and serve as an expert resource.
2. Organize and conduct training events that create an understanding of industry product benefits, design, and construction best practices. Garner industry credibility among professionals and key decision makers.
3. Develop and implement a strategic multi-state marketing plan, identifying and prioritizing focus states as well as incorporating all states within the region.
4. Respond in a timely and reliable fashion to the needs of ACPA members in the region, as well as those of key strategic partners.
5. Coordinate the development of state and local standards with ACPA's national priorities.
6. Effectively communicate activities to members in the region and ACPA leadership. Collaborate with ACPA staff to push forward the goals of the ACPA.
7. Effectively manage expenses and meet overall budget goals.

### **Other Responsibilities**

1. Partner with ACPA HQ staff to accomplish goals of the Strategic Plan such as ASTM and AASHTO standards, P3, Workshops, Pipe School, and other national initiatives.
2. Be an active participant in ACPA and Member Committees.
3. All other duties as assigned by the President as needed.

### **Proficiencies**

Zoom, Microsoft Office (including Outlook, Word, Excel & PowerPoint), Expensify, and a working knowledge of Smartsheet.

### **Requirements**

1. Possess a Bachelor of Science Degree in Civil Engineering or related field.
2. Possess experience in concrete pipe/precast industry, construction, engineering, or related field preferred.
3. Registered Professional Engineer preferred.

4. If licensed, must maintain Professional Engineers' License and any professional development hours in accordance with local state board minimum requirements for licensure.
5. Expected to travel up to approximately 30 weeks/annually (70% of possible work weeks) with overnight travel.

### **Other Skills/Abilities**

#### *Relationship Building Skills*

This position requires strong interpersonal and relationship building skills. The RE must work closely with producing members and important industry colleagues and be relied upon as an industry expert.

#### *Collaborative Skills*

This position requires the ability to work collaboratively with other RE's, employees, and members to plan and implement strategies to meet ACPA strategic goals.

#### *Self-Management Skills*

This position requires a high degree of self-motivation and the ability to work independently for long periods of time. Employee must be able to self-prioritize their workload, ensuring that internal and external customers' needs are met, and activities are focused on advancing the mission of the ACPA.

#### *Language and Communication Skills*

1. Ability to read, write and comprehend instructions, correspondence, memos, and contracts.
2. Ability to comfortably and effectively present information in one-on-one, small and large group situations to members, professionals, and other employees of the organization.
3. Ability to timely respond to customers, both internally and externally utilizing diplomatic skills to accomplish goals.

#### *Environmental Requirements*

1. Will be required to work at home, on the road, and at customers' and ACPA offices.
2. Frequent overnight travel required.

### **Physical Demands**

While performing the duties of this job, the employee is regularly required to use hands to operate computer keyboard and telephone, reach with hands and arms. The employee frequently is required to stand, walk, and sit. The employee is occasionally required to climb or balance and stoop, kneel, crouch, or crawl. The employee must be able to drive and/or fly for long stretches of time. The employee must regularly lift and/or move up to 25 pounds, infrequently lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and ability to adjust focus.

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the ACPA.