Area Manager- Louisiana/Mississippi Territory

CROM, LLC, a specialty contractor that designs and builds prestressed concrete tanks, is looking for an Area Manager for the Louisiana/Mississippi territory. The corporate office is in Gainesville, Florida and projects typically take place in the ten southeastern United States and Caribbean. Numerous additional projects have been completed in other states and countries.

Area Manager Role
Procure and manage projects for the company while keeping a focus on safely building prestressed concrete tanks of the highest quality in an economical manner.

Essential Duties and Responsibilities
1. After an initial training period, keep up to date on or improve current industry knowledge including tank design, construction techniques, project management, etc.
2. Selling, Marketing, and Project Development: Recognize, take action, and follow through on the procurement of new business in the assigned geographical sales territory. Maintain existing customer relationships and make cold calls to introduce prospective new clients and prospects to CROM’s products.
3. Manage the bid process for new bids, including but not limited to, pre-bid development of the bid documents, requesting and reviewing plans and specifications, preparing cost estimates with assistance of the corporate office, visiting the proposed site of construction, submitting CROM’s bid, attending bid openings when appropriate, and reviewing subsequent contract documents.
4. Manage the projects, including but not limited to, determining the project schedule, ensuring the readiness of the site, issuing superintendent memos and other items, making site visits, staying on top of the job including job reports and costs, preparing monthly invoices, etc.
5. Maintain relationships with all business partners before, during and after the job is complete.
6. Other Duties as Assigned.

Minimum Qualifications
Engineering Degree with, or on the path to obtain, Licensure as a Professional Engineer. Must have proven proficiency in Excel and the ability to learn and use other software.

Working Conditions
Position requires extensive travel and overnight stays.
Email resume to amanager@cromcorp.com. EEO/DFWP/AAP/E-Verify Employer.