

# Join Our Team



## Geosynthetics Application Engineer

Montréal, Western Canada and Northeastern USA

Permanent position

Texel, an innovative technical materials manufacturer, is seeking a technical representative (Geosynthetic Application Specialist) with a strong interest in business development to support the commercialization of its product range for civil engineering projects in the following areas: roads, mines, environment and municipal.

The area to be covered and developed will be Montreal, Western Canada and the Northeastern United States. Your business development targets will be distributors, municipalities and government agencies.

### Under the supervision of the Geosynthetics Director :

The geosynthetic application specialist helps clients and consulting engineers, in construction projects, to solve various problems related to the ground and its properties by proposing efficient geosynthetic solutions. Your main tasks will be to promote the specifications of our products, to support customers and to support the sales force in the development of new national and international markets:

- Meet with civil engineers and contractors to understand the technical challenges of their projects and propose appropriate technical solutions;
- Prepare technical budget proposals and present them to clients to help them with their technical choices;
- Provide technical training presentations to our clients' design services to publicize our full range of geosynthetic products and solutions;
- Respond to specific requests from clients for improvement and geosynthetic solutions to meet their needs;
- Participate in the preparation of technical documentation such as technical presentations, case studies, selection documents, etc.;
- Attend and participate in the various technical committees, congresses and industry associations on its territory.

### Requirements :

- Bachelor's degree in Civil Engineering or Engineering combined with relevant experience;
- Knowledge of basic concepts related to large civil engineering works (knowledge of soil mechanics would be an asset);
- Minimum of 5 years' experience with civil engineer consultants or contractors;
- Available to travel in Western Canada and the Northeastern United States ( $\pm$  20 weeks per year);
- Communication skills, written and oral presentations;
- Ability to analyze client needs and persuasion;
- Perfectly bilingual.

If you are interested in the challenge, please send us your resume by e-mail to [mjouellet@lydall.com](mailto:mjouellet@lydall.com)

**Texel**  
TECHNICAL MATERIALS, INC.



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