

Johns Manville is committed to delivering positive and powerful experiences, because we are successful only when our employees and customers thrive. We are passionate, we care about people, we perform at a superior level, and we protect others and our environments.

Pay Range

\$68,300.00-\$93,900.00 Annual

This is the base salary pay range that an applicant can expect to make upon hire. Pay within this range will vary based upon relevant experience, skills, and education among other factors. In addition, this position is eligible for an incentive bonus.

The purpose of the Architecture and Design Specification Representative role is to influence design professionals of all types (i.e., architects, engineers, etc.) to use Johns Manville's Building Insulation systems/products. The Architecture and Design Specification Representative will be responsible for leading the development of new tools, presentations, and campaigns to influence the design professional channel, interacting with design professionals to provide design assistance regarding building insulation solutions, providing design professionals with education to promote Johns Manville's technical expertise and targeting non-JM specifying to rewrite master specifications to position Johns Manville in the specifications.

Your Day-to-Day:

- Achieve a revenue target by working with design professionals to position Johns Manville Building Insulation systems/products in their specifications
- Identify and target specifier firms who do not specify Johns Manville Insulation to rewrite their master specifications to include Johns Manville Building Insulation systems/products
- AIA Presentations via video conferencing and/or in person
- Expectation of construction lead generation pipeline to aid sales efforts via various industry platforms
- Lead the development efforts for the tools to improve the efficiency of the entire specifier services team including standardized substitution requests, and specifications
- Participate in related regional events and trade shows for (AIA, CSI, Master Specifier Retreat) to showcase Johns Manville's technical knowledge, conducting educational seminars, and presenting JM technical abilities
- May be required to perform other related duties as assigned

What You Bring to the Team:

- Bachelor's degree in engineering, architecture, or construction management required, with a minimum of 3 years' experience working with technical individuals ideally specifying construction materials and building design
- Knowledge of the construction industry and construction process (CDT Certification preferred)
- Ability to utilize specification tools and understand building insulation systems/products selection and design
- Knowledge of engineering or architectural fundamentals
- Comfortable presenting in front of small and large groups and on camera
- Excellent interpersonal, verbal and written communication skills
- Proficient in Microsoft Word, Excel, PowerPoint, Outlook
- Willingness to travel 25%-50% of time

Benefits

Johns Manville (JM) offers a wide range of benefits to employees. Some are subsidized by the company and others are fully employee-paid. Health benefits include a choice of comprehensive medical plans, a dental plan, vision plan, wellness program and critical illness insurance. JM sponsors a 401(k) plan which includes a sizeable company match. JM offers paid vacation and also provides paid sick and parental leave for eligible employees.

Additionally, Johns Manville provides basic life Insurance, short-term and long-term disability coverage, an employee assistance program, and business travel accident coverage. Supplemental life insurance and accidental death and dismemberment insurance are available as well. The company also offers a variety of tax saving accounts; health spending account, traditional flexible spending account, and a dependent care spending account. JM also offers a tuition reimbursement program for undergraduate and certain graduate programs.

Why Johns Manville

Johns Manville is a proud member of the Berkshire Hathaway family of companies, serving customers in more than 80 countries, supplying innovative products to the construction, aerospace, automotive, filtration and energy industries. With a more than 160-year legacy, we understand that our story continues to grow only with the right people saying, thinking and doing the right things. Make your story our story.

Johns Manville believes diversity and inclusion in our workplace is critical for the long-term success of our company. We are committed to retaining, developing and attracting a diverse workforce that fosters an inclusive work environment in which all employees are treated with dignity and respect. This is the right thing to do for our employees, our company and our communities.

Incumbent must be physically able to perform essential job functions. Reasonable accommodations may be made to enable individuals with disabilities to perform essential job functions.

We are proud to be an Equal Opportunity/Affirmative Action employer. We maintain a drug-free workplace and perform pre-employment substance abuse testing.

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