



Technical Services Representative

Our Company

King Construction Products is a leading supplier of pre-packaged, pre-blended, cementitious products to North American and international construction and mining markets. KING Construction Products include pre-packaged concrete, grout and repair mortar for mining, tunneling and concrete rehabilitation projects.

At King we believe that our success comes from our commitment to quality and our constant focus on the changing needs of our customers. We realize that competent and committed people are at the source of our success. The range of our products and services demands a variety of skills and provides challenging and rewarding opportunities. We offer a work environment that values customer commitment, open communication, teamwork, tangible results and efficiency.

The Role

Reporting to the Technical Services Manager, this role will act as a technical resource for our Contractor Customers, Distributors, Technical Sales Representatives and other staff. In this role you will assist Quality Control (QC) and Research and Development (R&D) testing initiatives and perform other technical functions.

Responsibilities include but are not limited to the following:

Technical Responsibilities

- To assist lab personnel with QC testing initiatives and monitor test results for performance trends.
- To work with the Technical Services Manager, Research and Development Engineer or independently to develop mix designs to meet specified plastic and hardened properties for customized product applications.
- To help direct and assist lab personnel with Research and Development initiatives including the development and testing of new products, new and modified mix designs, testing of competitive products, cost reduction initiatives etc.
- To assist Technical Sales Representatives with conducting troubleshooting initiatives and investigations with product performance problems (both jobsite and laboratory assistance).
- To modify technical data sheets and develop marketing materials under the direction of the Technical Services Manager.
- To work with our Technical Sales and Service team on product development initiatives for our mining products (shotcrete and concrete).
- To conduct underground QC and R&D testing with our Ontario mining customers.
- To represent the interest of King by attending functions for organizations such as ACI, B&CRAO, ICRI etc.

Business Development Responsibilities

- To meet and interact with consulting engineers, MTO/MTQ personnel and other specifying authorities to promote our grouts, shotcrete and other products.
- To conduct presentations and “lunch and learn sessions” (with our Technical Sales Representatives) to consulting engineers, MTO/MTQ personnel and other specifying authorities.
- To assist our Technical Sales Representatives when conducting customer product demos and when providing technical assistance to customers.

Desired Skills

- Degree in Civil Engineering
- Strong knowledge of concrete, shotcrete and other cementitious materials
- Strong inter-personal and presentation skills
- Strong oral and written communication skills (English and/or French)
- Ability to work independently and within a team environment

Please submit resume in confidence to:

Email: hr@kpmindustries.com

Online: www.kpmindustries.com/careers

Fax: (905) 333-3730

KPM Industries Ltd.

P.O. Box 699

Burlington, Ontario

L7R 3Y5

Attention: HR Department

We thank all applicants for their interest; however, only those under consideration will be contacted.