

# **Canadian Concrete Pipe and Precast Association**

## **Regional Engineer Sask-Man.**

### **PART I: Purpose of Position**

The purpose of this position is to create the conditions whereby the concrete pipe producers in Saskatchewan and Manitoba can sell more concrete pipe and precast products. This position helps the concrete pipe industry protect its market share against competitive products. This is primarily accomplished by favourably positioning reinforced concrete pipe and precast products in specifications and standards. It is also accomplished by raising the standards for the supply, installation and testing of competitive products. The Regional Engineer reports to the President of the Canadian Concrete Pipe and Precast Association.

### **PART II: Essential Functions**

The primary functions are as follows:

- Works with the President to develop the Canadian Concrete Pipe and Precast Association's annual Technical Promotion Plan
- Arranges and conducts Lunch & Learn seminars to engineers and municipalities
- Arranges and conducts appointments with engineers and municipalities
- Arranges and conducts seminars to third level engineering students
- Arranges and participates in plant tours for potential users and specifiers of RCP and precast products
- Improves own product knowledge and technical knowledge and stays aware of all industry developments and innovations. This includes competitive products and competitive systems.
- Attends political events that will enhance the future of concrete pipe and precast products.
- Attends construction industry events and engineering profession events that will lead to the advancement of concrete pipe and precast products.

Additionally the following functions are important but not as essential to fulfilling the purpose of this position as functions listed above:

- Assists in training of sales personnel
- Participates in CCPPA Technical and Marketing Committees and other industry committees as agreed with President
- Acts as a resource for committees and members
- Acts as a resource for municipal engineers, consulting engineers and others
- Participates in trade shows
- Helps co-ordinate research projects as agreed with the President
- Performs other functions as required and as assigned by the President.

### **PART III: Working Conditions**

Much of the incumbent's time will be spent away from the office promoting to and interacting with engineers, inspectors, student groups and producer members. Traveling by car throughout Saskatchewan and Manitoba is a regular feature of this position. Overnight stays away from home are required. Air travel is required a few times each year. Weekend travel is required occasionally. Attendance at industry events outside of normal business hours is a regular occurrence. Most of the incumbents time outside of the office will be spent traveling or interacting with engineers in an office environment. The incumbent will also be regularly in manufacturing plants and on jobsites.

### **PART IV: Measurements and expectations**

It is recognized that there are many tangible and non-tangible results from the incumbent's activities and that it is difficult to identify all of the results and positive impacts given the nature of our business. Notwithstanding this difficulty the following are areas where measurements can be applied:

- Number of lunch and learns conducted
- Number of seminars
- Number of universities and college lectures
- Number of plant tours arranged
- Number of standards and specifications positively influenced in favour of RCP and precast by incumbent's activities
- Volume of RCP and precast business retained or regained that can be attributed to incumbent's activities.