

Project Manager / Sales Engineer – Precast Concrete

Gillespie Precast is seeking a **Project Manager / Sales Engineer – Precast Concrete** to join our growing team in Chestertown, Maryland. In this role, you will manage infrastructure and construction projects from estimating and quoting through production and delivery, serving as the key connection between customers, engineers, contractors, and manufacturing teams. This position offers the opportunity to work on impactful projects throughout the Mid-Atlantic region while building technical expertise, developing customer relationships, and contributing to the success of a growing industry leader.

About Gillespie Precast

Gillespie Precast is a family-owned and operated leader in precast concrete manufacturing, serving the Mid-Atlantic region with innovative infrastructure solutions. Our product offerings include box culverts, stormwater systems, sanitary structures, pump stations, utility vaults, rigid frame structures, and custom precast concrete designs.

As a growing organization, Gillespie Precast operates four production facilities and employs approximately 200 team members dedicated to delivering high-quality engineered solutions and exceptional customer service. Our continued growth is driven by a commitment to innovation, operational excellence, and building lasting relationships with our customers, employees, and communities.

Why Join Gillespie Precast?

- Join a growing family-owned company with a strong reputation throughout the Mid-Atlantic region
- Work on infrastructure projects that support local communities
- Collaborate with experienced engineers, project managers, and construction professionals
- Opportunity for professional growth and advancement
- Competitive compensation, bonus opportunities, and comprehensive benefits
- Stable industry with long-term career potential

Key Responsibilities:

- Manage project activities from quoting to product delivery
- Perform project takeoffs and price estimates
- Develop and maintain project bid opportunities and proposal tracking.
- Collaborate with engineers, contractors, and specifiers to develop effective precast concrete solutions.
- Manage shop and submittal drawings of products for contractors and engineers
- Manage and/or create production drawings

- Coordinate with scheduling, production, and quality teams to ensure projects are manufactured accurately and delivered on schedule.
- Analyze and communicate project statuses and forecasting
- Provide support to outside sales representatives and managers
- Support additional operational and administrative functions as needed to achieve team and business objectives.
- The essential duties of this job position include but are not limited to this job description.

Required Qualifications:

- Strong project management and organizational skills
- Ability to manage multiple projects and deadlines simultaneously
- Excellent communication and customer relationship skills
- Strong analytical and problem-solving abilities
- Proficiency in Microsoft Office Suite (Excel, Word, Outlook)
- Ability to read and interpret technical documents and drawings
- Self-motivated with strong attention to detail
- Valid driver's license and reliable transportation

Preferred Qualifications:

- 3+ years of experience in construction project management, estimating, engineering, manufacturing, or a related industry.
- Experience reviewing project plans, specifications, and construction documents
- Estimating, takeoff, or bid preparation experience
- Experience with AutoCAD or drafting software
- Knowledge of precast concrete products or infrastructure construction projects

Physical Requirements:

- Ability to travel to/from office to customer/jobsite/office
- Ability to climb in and around concrete structures, as needed

Schedule:

- Full-time position with standard business hours
- Occasional after-hours or weekend work may be required

Compensation & Benefits

- **Salary: \$65,000 - \$95,000** annually, based on experience and qualifications
- Eligibility for a discretionary, performance-based bonus
- Health, dental, and vision insurance
- 401(k) plan with company match
- Paid vacation, sick leave, and company holidays
- Tuition reimbursement and professional development support

Equal Opportunity & Workplace Commitment



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Gillespie Precast is an Equal Opportunity Employer and considers all qualified applicants without regard to race, color, religion, sex, national origin, age, disability, veteran status, or any other characteristic protected by applicable federal, state, or local law.

We are committed to providing reasonable accommodations to qualified applicants and employees throughout the hiring process and employment.

Employment is at-will and may be contingent upon successful completion of a pre-employment drug screening, in accordance with applicable law.