

AmeriLux International is hiring!

Location: Open to candidates residing anywhere within the contiguous United States

Travel Required: Yes- 25% (customer visits, project site training, industry events)

About the Role

We are seeking an experienced Product Manager with a strong background in the building and construction industry—ideally with hands-on experience in concrete applications. The ideal candidate brings 10–15 years of industry expertise, a proven track record in sales, and an existing network of contractors, builders, distributors, and industry professionals. This role mirrors the strengths of our top-performing team members who combine deep construction knowledge with strong relationship-driven sales capabilities. The Product Manager will leverage their industry contacts, prospect new opportunities, and close business within an assigned or potentially national territory.

Key Responsibilities

- Drive sales growth within the assigned geographic region
- Leverage existing industry network to generate new business opportunities.
- Proactively prospect, develop, and close new customer accounts.
- Conduct on-site customer visits, product demonstrations, and jobsite training during project installation.
- Build and maintain strong relationships with contractors, distributors, and construction professionals.
- Develop deep product knowledge across all categories, with an emphasis on our PVC product lines—including EZ Form, EZ Liner, and Klar.
- Collaborate closely with internal teams to support customer needs and ensure successful project outcomes.
- Represent the company at industry events, trade shows, and trainings as needed.

Qualifications

- 10–15 years of experience in the building and construction industry (concrete experience strongly preferred).
- Sales experience required, ideally in a field-based or technical product role.

- Strong existing network of industry professionals and companies.
- Excellent communication, presentation, and relationship-building skills.
- Willingness and ability to travel frequently.
- Self-motivated, organized, and capable of driving results within a broad territory.

Benefits:

The AmeriLux benefits package includes a nationally award winning zero-dollar deductible healthcare plan created to ensure peace of mind and comprehensive care for all A-Team family members.

Our onsite healthcare clinic, free to all team members, provides convenient access to high-quality medical care with a personalized touch from physicians who take the time to get to know you. In addition, we offer comprehensive dental and vision insurance, as well as disability and life insurance to ensure you and your family are protected. Our benefit plan includes a 401(k) match, employee assistance program, paid time off, and flex spending account access.

Pay: Bonus pay, profit share

About the A-Team:

At AmeriLux, we value culture above all else and look towards the future with optimism. Our goal is to place our team members in a position that will make them feel the most fulfilled. Our team members are empowered to make a play as we believe that the only people who have never made a mistake are those who have never done anything. We value new ideas and use the power of the magic of momentum as we continue to grow and add invaluable new members to the A-Team.