

## Architectural Specification Manager - So. California & Arizona

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Los Angeles, California

Full time

R0030367

We are seeking an Architectural Specification Manager – Southwest U.S. to join our Architectural Sales Team. The ideal candidate will be based in the L.A./ Orange County area with territory responsibility for southern California and Arizona. Counties in California include: Kern, Ventura, L.A., Orange, San Bernadino, Riverside, San Diego and Imperial and there is 40% travel required.

Ready to help build a better future for generations to come?

In an ever-changing, fast paced world, we owe it to ourselves and our future generations to live life responsibly. At ROCKWOOL, we work relentlessly to enrich modern living through our innovative stone wool solutions.

*Join us and make a difference!*

### Your Future Team

You will join 9 Architectural Specification Managers, located across the U.S., and report to the U.S. Director of Architectural Sales. Our team is made up of passionate individuals focused on how our products provide meaningful solutions for some of the biggest challenges facing our world: climate change, human health, well-being, comfort, and life safety. We embrace a collaborative, team mindset and inspire excellence.

### What You Will Be Doing

The Architectural Specification Manager will have specification sales growth responsibility and will focus on building scalable relationships with local architects, developers, consultants, designers, contractors, engineers, and owners. We have a track record of building successful relationships and growing new business in the commercial construction segment.

- Pinpoint market opportunities with architectural and design community to build lasting and meaningful relationships that translate to sustainable specification growth.
- Develop an upstream sales pipeline, working with Sales, to turn potential opportunities to closed wins, through value-selling the benefits of ROCKWOOL

products. Overcome objections and convert hurdles into growth opportunities among architects and commercial construction project teams.

- Display strong technical foundation by leveraging industry knowledge, product attributes and building science. Utilize relationships, codes, policies, and social media tools to gain insight into industry trends.
- Identify potential opportunities with designers and higher-level decision makers who influence contractors, subcontractors, and installers.
- Influence the building materials industry, constantly networking to become a trusted advisor to existing and potential customers.
- Grow personally and professionally. Focus on continuous improvement. Develop and build stronger technical and industry knowledge, through formal internal and external training.

#### What You Bring

- Bachelor's Degree.
- 3+ years of experience in architecture, engineering, sales or other high-level experience in the building material industry
- Understanding of architectural drawings and construction process
- Proficiency in the MS Office suite and CRM experience
- Ability to travel 40% of the time
- Strong technical aptitude and building science knowledge preferred
- Persuasiveness in closing profitable sales
- Strong oral communication and presentation skills
- Excellent interpersonal skills

#### What We Offer

- Competitive Pay & Benefits from Day 1: Comprehensive medical, dental, and vision plans.
- 401K Match: Up to 6%
- Paid Time Off: Generous PTO, 12 paid holidays, and parental leave.
- Educational Assistance & Career Growth: Invest in your future.
- Wellness Perks: Fitness reimbursement and EAP access.
- Safety First: Company-provided PPE and programs to keep you protected.

The base salary range for this position is \$120,000.00 - \$130,000.00. Your base salary is determined based on location, experience and the pay of employees in similar positions. This position is bonus eligible.

### Who We Are

We are the world leader in stone wool solutions. Founded in 1937 in Denmark, we transform volcanic rock into safe, sustainable products that help people and communities thrive. We are a global company with more than 12,000 employees, located in 40+ countries with 51 manufacturing facilities... all focused on one common purpose – to release the natural power of stone to enrich modern living.

Sustainability is central to our business strategy. ROCKWOOL was one of the first companies to commit to actively contributing to the United Nations Sustainable Development Goals (SDG's) framework and are actively committed to 11 SDGs, including SDG 14, Life Below Water. Through our partnership with the One Ocean Foundation and in connection with our sponsorship of the Denmark SailGP team, we will help raise awareness around ocean health challenges in an effort to accelerate solutions to protect it.

### Work Environment & Conditions:

- Our offices are thoughtfully designed to foster collaboration, creativity, and opportunities for social engagement, allowing employees to find balance and bring their best selves to work.
- ROCKWOOL believes in giving back to the communities where we operate. Our offices worldwide engage in philanthropic initiatives, community involvement, and sustainability efforts that contribute to improving society and the environment. We encourage our employees to get involved and make a positive impact in the communities we serve.

### Diverse and Inclusive Culture

We want all our people to feel valued, respected, included and heard. We employ 79 different nationalities worldwide and are committed to providing equal opportunities to all employees, promote diversity, and work against all forms of discrimination among ROCKWOOL employees.

At ROCKWOOL, you will experience a friendly team environment. Our culture is very important to us. In fact, we refer to our culture as “The ROCKWOOL Way”. This is the foundation in which we operate and is based upon our values of ambition, responsibility, integrity and efficiency.

ROCKWOOL is proud to be an Equal Opportunity Employer. We evaluate qualified candidates without regard to race, color, national origin, religion, gender, age, marital status, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by law.