



Employment Opportunity

Coatings Area Manager

KTA-Tator, Inc. (KTA) is a 100% employee-owned materials engineering firm, internationally recognized as a leading expert in materials engineering, corrosion protection and asset integrity. Five business units comprise the \$40+ million enterprise offering a broad range of coatings, steel, concrete fabrication and building envelope inspection, evaluation, and testing services in nearly every market and industry. KTA is a highly sought-after partner providing customer-driven innovation, cutting edge technology, and world-class service delivery for the protection of our clients' assets and the world's infrastructure.

We are searching for the best and brightest candidate with an entrepreneurial spirit to expand our current book of business in the New England market, as well as manage existing clients. Our ideal candidate will reside in the Northeastern U.S., reporting to headquarters in Pittsburgh, PA. We encourage potential applicants not located in the Northeast to apply, the successful applicant may work out of the Pittsburgh office with periodic travel to the Northeast. In twelve months, you will be trained and considered successful in this position when you can demonstrate leadership by:

- Developing mechanisms to support local delivery of all corporate products and services;
- Meeting targeted area growth, margin and profitability goals;
- Mentoring and developing skills of field inspectors along with developing good working relationships with them and promoting safety;
- Verifying all contracted work is initiated and conducted in accordance with KTA's scope of services and corporate QA standards;
- Assisting the Coatings Group Manager and Operations Manager in the development of Area and regional business development plans to target identified clients/industries resulting in new sales and services; and
- Providing direction to regional Project Managers in the development of new clients and maintain and build business relationships with existing clients.

Position Requirements:

- A B.S. degree in Engineering or similar discipline and/or 5-10 years coatings or corrosion industry-related experience.
 - Professional Engineer (PE) license – *desirable*
- Knowledge of surface preparation, coating application, and industrial painting operations.
- Excellent supervisory, organizational, written and oral communication skills.
- Business development and client care skills.
- Strong computer skills and proficiency in Microsoft Office products.
- *Physical Requirements:* Close, distance, and depth vision and ability to adjust focus; ability to work in confined spaces and walk on uneven terrain, climb ladders and high structures (150 ft. or more), hear, wear a respirator, and safely lift 25 pounds; and willingness to travel (predominantly in the New England area) and work outside (including inclement weather).

We are proud to be a 100% employee-owned company voted a 2024 Top Workplace in Pittsburgh! We offer a competitive salary, a comprehensive benefits package and employee ownership. We offer a casual, friendly workplace, where employee owners are treated with dignity and respect and are valued for their contributions. KTA seeks diversity, inclusivity, and equality, and employee owners are expected to uphold and exemplify our core values of passion, professionalism, hardworking and honesty. With employee owner inspired values, we are dedicated to

making each other, the company and our clients successful. We believe that serving our clients as we want to be served results in long-lasting business relationships. We provide the training and support to take your career to a new and exciting level. At KTA you will work with, learn from and be given the opportunity to become the best in the industry.

Visit www.kta.jobs to apply!

KTA is an Equal Opportunity Employer. We are ACTIVELY looking to increase the DIVERSITY of our company. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran. KTA is a Standing Firm Company. Elzly Technology Corporation (Elzly) is a wholly-owned subsidiary of KTA-Tator, Inc. (KTA). AA/EOE, including disability/vets

Links:

[Know Your Rights: Workplace Discrimination is Illegal](#)

[The Family and Medical Leave Act](#)

[Pay Transparency Nondiscrimination Provision](#)

[Notice of E-Verify Participation](#)

[E-Verify Right to Work](#)

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