



FINAL '22 PRESIDENT'S ADDRESS



Greetings to all AIW Members

What a year! It feels like everything is on fast forward at the moment.

Influx of Waterproofing Work - Floods

The industry has experienced an amazing influx of work for various reasons but the recent floods across the country have caused even more work, not only in waterproofing (mostly remedial works) but in all manner of repairs to buildings inundated with flood waters and debris.

Owners are faced with massive clean up and rectifications, not-to-mention the heartache. If you're dealing with any of these situations, remember these people are victims of circumstance who are under incredible stress. We need to assist them as best we can.

Our thoughts go out to those affected.

Upcoming Changes

I attended a recent seminar, *Waterproofing in 2022 & Beyond*, (held at the Langham Hotel in Melbourne)

where it was pointed out that NSW has been caught out sleeping when it comes to building defects. The NSW Commissioner has been stirring up the industry by ordering jobs to be pulled apart and re-worked if they can't prove the job was put together correctly, especially if there is water ingress.

The feeling is, this will come to Victoria in the near future and then knock on to other states and territories. So, watch out and get ahead of the game. Document your jobs before, during and afterwards, showing every detail.

Other Changes

While sitting and listening to great content from passionate members, I made up my mind to step aside as President and let someone younger and with more energy to take the position. The President's role can be a very taxing commitment and I am finding my free time is reducing as the industry demands my services as a remedial builder/waterproofer more and more.

Successes

When I first come on board, we were just four people doing the lion's share of the work. Now we have seventeen on the committee. Collectively, they have offered their knowledge and time to better the industry.

I am proud to say the AIW has come a long way in the six or so years that I have been in the chair. Years ago, waterproofing in general was very understated. Now we see the Victorian Building Authority (VBA) talking regularly with us, wanting to know what we are dealing with and how poor waterproofing and watertightness of buildings can be done better. Architects, engineers, builders, designers, building surveyors are now asking about waterproofing.

The awareness of waterproofing has been elevated to a much higher level now and the entire industry is looking for answers on how to get it right. We are seeing results in all the information seminars held prior to the Covid days where we presented and highlighted many of the issues plaguing waterproofing. With education, we generated an awareness not seen before.

New President

David Previte, one of our current committee members, has put his hand up to take on the position of President. Keeping a large committee together has its challenges, but I am sure the new incoming President will have the guidance from long term members and the support of all. I wish David all the best and will certainly provide him with my support during the transition.

I will continue to work with the Victorian Chapter as a committee member, especially with the VBA and Standards.

Thank You

I take this opportunity to thank each and every one of our Committee members, Shell and Rosemary in Admin, for the time and effort you put in. David Hepworth needs a big pat on the back as Secretary, as I personally believe he carries the weight of the AIW; Karl for being the Treasurer and Mal as Vice President. Every bit helps the AIW achieve recognition for all its members across Australia. The passion for our industry has never been stronger with very knowledgeable people being involved who really care about what is happening in our industry.

PAUL EVANS
OUTGOING AIW PRESIDENT



AS3740 and Repairs

The AIW receives many queries from members and the public requiring expert advice. Recently, Karl Wootton was asked to provide clarity around the new standard, AS3740:2021 in relation to repairs.

Question

The updated standard advises shower walls should be fully waterproofed, so I am curious if this is required during repairs as well. For example, if a tap pipe connection bursts and plumbing changes require a breach in the wall, can this area be patched, waterproofed and tiled or does the whole shower need to be ripped out, re waterproofed and retiled?

Response

I have been asked to help address your query with reference to repairs of a shower enclosure and if the revised standard AS 3740:2021 should be followed in its entirety with respect to shower enclosures and repairs.

Background

To provide a bit of background, the revised standard that now requires the full waterproofing of walls and floors within a shower enclosure was added principally on the basis that this is what "most" of the builders/ waterproofing contractors/tilers have been doing for quite a few years in any case. So, in that sense this is nothing new.

Now, as to your question – it depends

Scenarios

If the enclosure is fully waterproofed, then as part of that repair (if the membrane is damaged in the course of the repair) a compatible membrane repair would be required. This would be a mandatory requirement in my opinion to remove damaged material and replace like for like or at least a compatible membrane if the original product could not be determined.

If the shower enclosure was waterproofed to the minimum requirement of AS 3740:2010

(waterproofing to wall to wall, floor to wall junctions and the like) and the shower walls are built with a compliant water-resistant substrate and there was an existing waterproofing detail around the tap penetration. Then, as part of the repair you would reinstate the waterproofing detail (if one was provided in the original installation) around the tap penetration with either a new waterproofing membrane or a compatible membrane and then complete the process by following AS 3740:2010 clause 3.10 Penetrations, section 3.10.1 Shower areas.

Provided the tap penetration is sealed as per AS 3740:2010 and the water-resistant substrate is in a suitable condition I believe in my opinion that this would be an adequate repair.

However, I would also comment that the client, in my opinion, should be given the option to either –

- reinstate the shower in accordance with the accepted standard that existed at the time of construction (as above); or
- option to "upgrade" the enclosure to conform with AS 3740:2021.

If the shower enclosure were to be re-constructed (all tiles removed, repairs to substrate etc., etc.) there would be a mandatory requirement to reinstate to the current BCA and current standard applicable at the time of re-construction.

It comes down to a matter of judgement on the part of the contractor and the contractor to understand their obligations under the building code and the relevant standards for the works being undertaken.

The AIW would encourage all waterproofing contractors to have a copy of the current standards for waterproofing installation.

KARL WOOTTON
AIW COMMITTEE

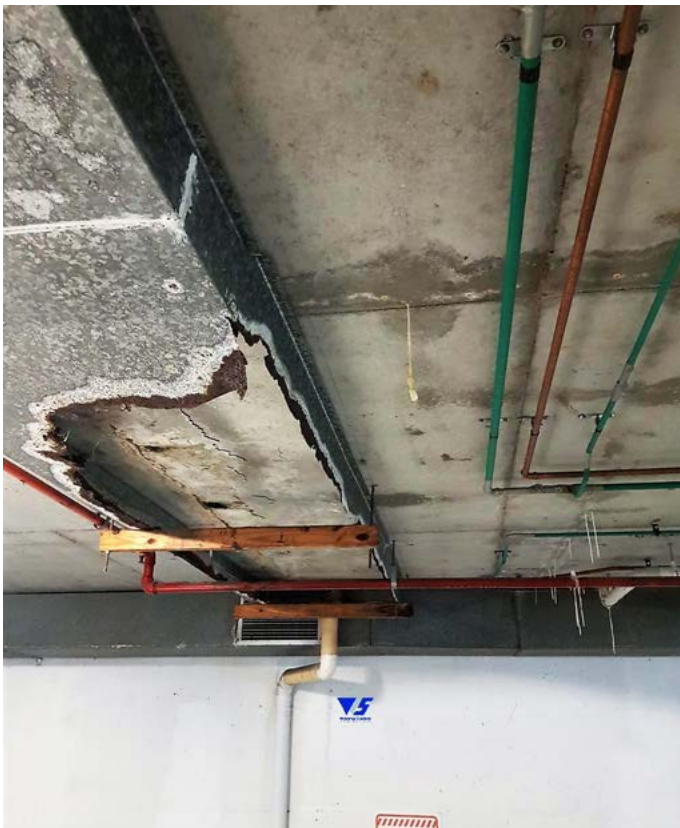
Covering Up Defects

Drip trays re-direct water leaks, but they do not fix the root cause.

Drip trays are commonly installed as a cost-effective solution to redirect water ingress in suspended slabs in car parks. On the positive side, they cover up unwanted drips, protecting vehicles from paint-etching calcium deposits as well as protecting other items from moisture damage. However, drip trays generally do not provide a durable stand-alone solution to water ingress as the source of the water ingress remains unrectified. This type of cover tends to lead to major issues over time, which may require extensive repairs.

We at Waterstop Solutions specialise in fixing leaking buildings and concrete structures, and in our line of work we regularly discover that drip trays conceal visual signs of concrete defects such as leaking cracks and pipe penetrations, and spalling concrete. In many cases these defects have remained untreated (because they have been out of sight behind the drip trays) and have over time led to spalling concrete.

Corrosion of the reinforcing steel or other embedded metals is by far the leading cause of premature ageing, deterioration, and durability issues of concrete in the built environment. The cause of steel-enforced concrete deterioration can often be linked back to moisture-borne contamination. In other words, cracks provide easy access for oxygen, moisture and chlorides, and thus, cracks create a condition in which corrosion is accelerated.



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Covering Up Defects



Three conditions must exist for reinforcing steel to corrode.

- ▶ The passivation of the steel (a passive film provided by the alkalinity of the concrete) has been destroyed by chlorides (salts) or by carbonation.
- ▶ The presence of moisture as an electrolyte.
- ▶ The presence of oxygen.

It is a good idea to inspect the areas that are covered up by drip trays to identify any signs of water intrusion before it becomes a serious problem and starts affecting the strength and structural integrity of the concrete.

To help prevent spalling from occurring, cracks and holes should be adequately sealed as soon as possible. Cracks can be repaired by using a technique called leak sealing injection where suitable resins are injected into the concrete. Where water is present, we recommend injecting a hydrophilic polyurethane resin under high pressure to intersect the cracks. The injection process creates a continuous three-dimensional and flexible waterproof seal buried in the concrete.

Using Waterstop Solutions® unique process systems of remedial techniques (patent pending),

the specialised leak sealing system improves the durability of the concrete's treated area. The benefit of this injection system is that it fault finds and treats unidentified at-risk adjacent areas and offers additional protection to any reinforcing steel in the path of the crack and slows the corrosion to any possible compromised reinforcing steel, or yet to be.

Where spalling concrete is present, quality concrete repair that removes unsound concrete and correctly treats the steel is required (reinstate steel and/or add more as deemed necessary) before reinstating with high-build, shrinkage compensated repair mortar. Additionally, to improve the durability and wear characteristics of the concrete surface and help prevent the development of a corrosive environment for the reinforcing steel, a protective coating, a penetrative concrete sealer, or a waterproof membrane will provide a barrier against moisture, salts and chemical attacks.

WATERSTOP SOLUTIONS

Basement Waterproofing – Land Drainage

Sound design principles for above ground structures

Increasingly, discussions and seminars focus on the design of a structure and how an integral part in attaining 'waterproof' and 'water resistant' protection to both the building elements, the health and amenity of its occupants and users is achieved through good design.

Sound design principles are an essential part of how we protect our assets. A recent Concrete Institute of Australia online seminar [1] effectively discussed the same and how it's 'not just about membrane'. Design should ensure that 'the structure collects water and takes it away' summarising water-shedding principles of water as: Collection => Re-Direction => Drainage.

Above-ground waterproofing standards, codes and guides mandate appropriate falls in balconies, terraces, and podium deck slabs relevant to exposure locations. Within the protection of internal wet area waterproofing, a definition of a 'waterproofing system' is an "impervious membrane connected to a drainage system that contains moisture ... so that it does not cause damage to adjacent structural elements or create unhealthy living conditions." [2].

Below ground waterproofing design

But what about below ground waterproofing design aspiring to the aims of re-direction to drainage?

Clearly, Land drains or 'Agi-Pipe' and the associated free drainage medium (often Scoria) remove the potential head of water from against the structure. As far back as 1999, the UK court case of *Outwing vs Weatherald*, the presiding Judge stated, "that overlapping self-adhesive membrane could not be expected to achieve a total or absolute watertight bond capable of resisting penetration by water pressure". Another of his comments was, "it is not realistic or reasonable to expect a bonded sheet membrane to be applied without any defects at all". External sub-surface drainage is advocated where feasible to lower the potential for hydrostatic pressure on the waterproofing system and reduce the risk of water ingress.

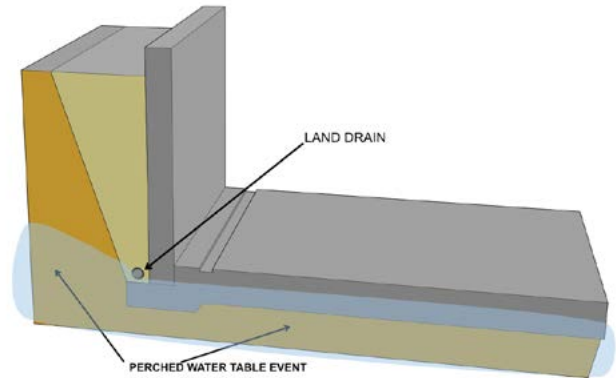


Fig.1 Often encountered detailed Agi-drain position with the wall/slab junction and toe remaining susceptible.

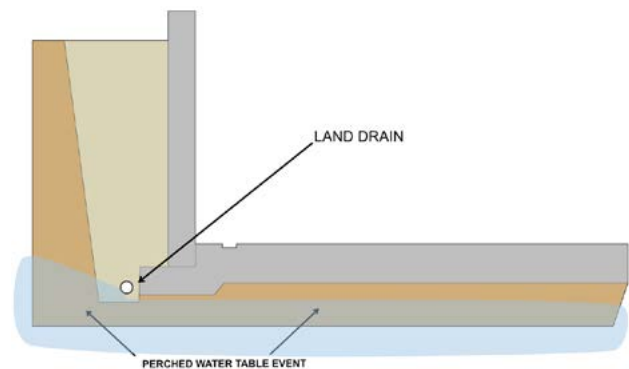


Fig.2 Agi-drain preferred position as interpreted from BS8102:2021 Guidance (The British Standards Institute Figure 5 – subsurface drainage positioning)

In my work on projects for clients and contractors alike, I often see designs that detail Agi-pipe to act as land drainage with the intent to reduce the risk of the build-up of water against the structure. The exact positioning, however, may not always offer the protection as intended with wall floor junctions remaining susceptible to perched or temporary water table events.

In all cases where sub-surface drainage is to be deployed, it should be maintainable, developed in reference to relevant clauses contained within the National Construction Code and Australian standards (AS 3500.3 Stormwater drainage and AS 2870 Residential slabs and footings). The design of sub surface drainage should be carried out in conjunction with a suitably qualified drainage engineer.

JIM MORTLOCK
ASSET SUSTAIN AND AIW COMMITTEE

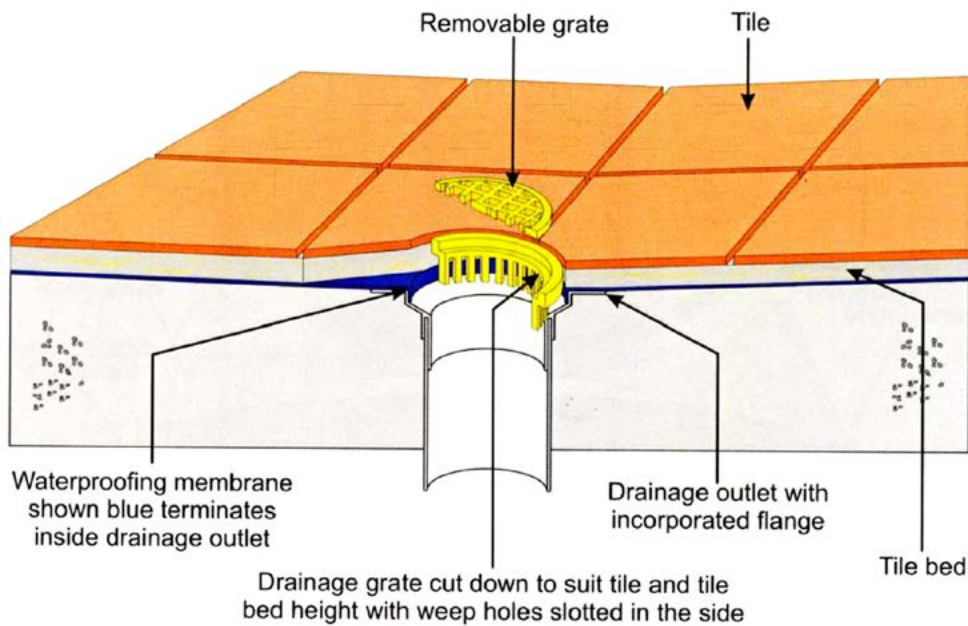
References

- [1] Concrete Institute of Australia Webinar 13th October 2022 – Concrete Balcony Waterproofing – Ross Taylor & Michael van Koevorden
- [2] Master Builders Australia – Waterproofing Council Technical Committee – Waterproofing Guides, Book 1, 2017 edition.

Falls for NCC Compliance

At this point in time, it is relatively common knowledge in our construction industry that a waterproofing system should be applied to a substrate with falls to drains in order to achieve suitable performance and lifespan of the system. This close connection between waterproofing, water-shedding and performance outcomes is appropriately explained in the TAFE NSW online course 'Waterproofing Design Principles' released this year. However, the question "but what is the minimum we can do and still achieve compliance with the NCC" is still voiced daily on construction sites when structural falls are identified to be insufficient.

This review is intended to address that question directly and in order to do so we have to start at the top of the NCC compliance hierarchy with 'performance requirements'. Performance requirements typically define an outcome such as 'water shall not enter the building' and there are effectively two pathways for demonstrating that a design and/or construction has satisfied this requirement. The first being the use of a deemed-to-satisfy (DTS) solution and the second being the development of a performance solution. It is critical to note that where a design does not comply with DTS provisions adopted by the NCC, it will be considered a performance solution by default. This will be discussed further in the context of waterproofing external areas of a Class 2 residential project.



Typically considered the simplest option is a solution following DTS provisions, in this case that is AS4654.2:2012 is a standard provided by Standards Australia that has been adopted into the NCC. The provision for falls is covered with Part 2.5.2. Falls, that states a fall must exist to ensure water drains to the drainage outlet and the fall gradient should be 1:100. This wording of this provision is not overly detailed on the fall being located at the waterproofing level or the floor finish level and often leads to contention.

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This wording of this provision is not overly detailed on the fall being located at the waterproofing level or the floor finish level and often leads to contention.

Statements such “the standard does not say falls are needed at the waterproofing level so we will just put a fall in the floor finish screed” are often made to justify unsuitable construction works.

This reasoning is a fallacy that does not align with the NCC functional structure we established earlier and will result in non-compliant design/construction.

This is due to the standards referenced by the NCC being deemed-to-satisfy provisions, meaning that if something is shown/stated in the standard it can be done and will be compliant. However if something is not clearly shown/stated then we must effectively fall back to consideration of performance and fit for purpose. So the next question is, is it possible to verify that a design without 1:100 falls at the membrane level provides sufficient performance to be considered a Performance Solution and compliant with the relevant NCC performance requirements? There are a few things to consider here.



The NCC provides the following requirement for performance solutions to be successful ‘the solution is at least equivalent to the Deemed-to-Satisfy Provisions’. Since AS4654.2:2012 states that there must be a fall in the substrate we can say that any performance solution must also include a fall to be considered suitable.

Many waterproofing materials currently available in the marketplace are not suitable for scenarios without falls that would result in ponded water. This is often clearly stated in the product data sheet to ensure the intended performance is achieved and where this is ignored will result in a voided product warranty and accelerated deterioration of the waterproofing system. A product that does not provide a warranty period for a specific scenario is typically not considered fit for purpose and would not be a valid performance solution.

Where fall does not exist to shed water to drains at the waterproofing level ponding will occur, often resulting in accelerated or other unwanted consequences such as efflorescence and debonding of finishes build-up.

In summary, where the need for fall at the membrane level is not clearly defined in the DTS provisions we must instead consider the design on a performance basis.

As there are numerous issues with a design that does not include water shedding it would often be difficult to justify that the design provides performance suitable to be considered a performance solution. Because of this we would say that most often a design without suitable falls at the membrane level is non-compliant with NCC performance requirements.

Any optimistic interpretation of requirements and provisions contrary to this is easily refuted will carry significant risk to the designer and builder.

DAVID PREVITE
AIW PRESIDENT

Running a 13-Week Race Every Quarter (Part 2)

Every quarter is a thirteen-week race. It goes by fast. Before you know it, the quarter is over. And then the year is over.

You are left with the question, "Did we accomplish what we set out to accomplish?"

To win the thirteen-week race, you need to do two things.

- (1) You need a plan for the quarter that your team is excited to execute and that maps a clear course to achieving critical goals—for the company, for departments, and for individuals. Now your team is focused and aligned.
- (2) Get out of their way. Don't distract them during the quarter with unplanned priorities or the next great idea.

Do these two things and you will win your 13-week race.



The two are really dependent on each other. In order to "get out of their way," you really need a good plan that everyone understands and can be excited about. Your plan is really only a great plan if you commit to getting out of their way as compared to changing the plan by adding new priorities that come up during the quarter. That's why I love the idea of a 13-Week Race!

If you view every quarter as a short 13-Week Race, you are more likely to run the race and then plan for the next race. Thirteen weeks is a very short time. Remain focused for 13-Weeks, then come up for air and plan the next 13-Weeks. You are much more likely to achieve your goals if you run a tight and focused 13-Week Race. Every time you allow new priorities to interrupt your team during the quarter, you run the risk of them getting distracted and only partially achieving their goals for the quarter.

So, how do we stay disciplined and focused on the 13-Week Race?

- ➔ Commit to a handful of priorities (no more than 5).
- ➔ Get them up on a dashboard for all to see and collaborate on.
- ➔ Establish a weekly rhythm to review progress and discuss actions needed to stay on track and accomplish these 5 priorities on your public dashboard.

Use a dashboard to help you. A dashboard is the perfect tool to help you communicate progress throughout the company and hold people accountable while preserving relationships.

Use dashboards as helpful and actionable tools, not to club people on the head! They should be used to identify problems that need to be solved and gather real insights about the company's progress. When dashboards are used well, you will speed up your execution and reduce mistakes.

And 90 percent of the success of using dashboards is determining what should go into them and how your team uses them to solve problems as a team. If you are not tracking your progress every week on your KPIs and priorities, how do you know if you are making progress on the right things?

Running a 13-Week Race Every Quarter (Part 2)



As part of your Plan Rhythm, you should discuss and update these 3 dashboards every week:

1. **Company dashboard with the company's Top 5 priorities**
2. **Your Department's dashboard (if you run a department or a team) with your Top 5 priorities**
3. **Personal Dashboard that has your personal top 5 priorities**

Don't be shy. Share your dashboards. If you hide them, your teammates cannot help you. The decision to share goals on dashboards and post these dashboards publicly speeds up execution. This promotes transparency and having candid conversations. Make sure that you set up your first quarter 13-week race during your Annual Planning session.

Don't use accountability with dashboards to embarrass people and bash heads at your weekly meetings. Instead, use accountability to focus on the priorities and problems on hand. Focus on the priorities, not the people!

Use a Business Management System with dashboards to automate and provide you with the discipline needed to have a strong weekly rhythm. A good system will provide you with a simple way to build your weekly rhythm of reviewing, discussing, and doing the work based on insights coming from your dashboards.



Lastly, a common pitfall I see is for companies to be overly dependent on technology and software to provide status for their priorities and metrics. Accountability and ownership of priorities tends to go out the window the minute a robot provides the status. The important discussions stop happening and dashboards go from being active catalysts to being passive trackers. Don't do that. It is quite alright for a robot to calculate your progress. But, I always encourage a human to provide the actual status.

Pause, think, and provide the status. And, if the status needs improving, feel the pain and then be motivated to develop corrective action plans and be prepared to discuss and seek advice at your upcoming weekly meeting.

RON CARUNA



Building Product Revocation – Multipanel Waterproof Substrate System



VBA announcement – Thursday, 27 October, 2022

Following a decision by the Building Regulations Advisory Committee (BRAC), the MULTIPANEL Balcony Waterproof Substrate System building product BRAC certification was revoked on 19 October 2022.



The BRAC certification for this building product was revoked in accordance with Regulation 248(1) of the Building Regulations 2018.

Access the [Gazette Notice of Revocation of Accreditation](#).

You are not required to remove the product unless there is evidence of water penetration or failure of the waterproofing system.

[Learn more about the BRAC.](#)

Why is the BRAC certification being revoked?

After a lengthy examination of the product and product documentation by the BRAC, which included an independent expert review, it was decided that there was insufficient evidence of the satisfactory performance of the product and its assembly when employed for certain external applications.

I've already installed this product - what happens now?

This product does not pose an immediate safety risk if it has already been installed. Failure of the product and its assembly will be demonstrated by water penetration. Over a long period of time, if the water penetration is not remedied, it could lead to serious deterioration of the installation.

All installations of the product prior to the revocation of the BRAC certification are legitimate installations if the installations completely followed the manufacturers recommendations.

Building Regulations Advisory Committee



Building product accreditations granted by the Building Regulations Advisory Committee for the purposes of the Building Act 1993 (Vic) and the Building Regulations prior to January 2019.

Recent legislative changes have necessitated the revocation of some building product accreditations. Please refer to the Register of Accredited Building Products link on this page.



MEMBER PROFILE



PUN Rahul

MAICD, MHKIoD, CMgr. MCMi/CIM/IML ANZ, RPEQ, RPE, MIEAust NER

What's your business story?

I am a proud construction entrepreneur based in Hong Kong and I represent RAL CO., a tunnel waterproofing specialist company. I've gone from Waterproofing Applicator – Foreman – Supervisor – Project Supervisor – Sub-contractor to Project Manager.

However, as the saying goes, life never goes as planned. My humble beginnings started in a tiny land-locked country, Nepal, sandwiched between two world giants, China and India. Getting into waterproofing, engineering, and the construction industry wasn't in my career roadmap and it's still hard to believe.

Education

I started my education in the aviation industry, so I applied to the University of Central Missouri in the United States for the degree of Bachelor of Science in Aviation Management and received I20 (acceptance). However, I got my US student visa rejected 4 times which consequently made my decision in becoming a pilot. I completed my Private Pilot License training

in the Philippines only to eventually become a (fast-forward 10 years of industry experience with MSc, UK, and MEng, Aus.) registered professional engineer in 3 Australian states but funnily have always worked in Hong Kong.

Working life

I started my first full-time job in Hong Kong as a tunnel waterproofing applicator 10 years ago when, for the first time in my life I climbed up to the Tunnel Waterproofing Cifa Gantry, handling 100+ kilograms of PVC membrane rolls with no any idea of what I was doing! At that time, I didn't know how to use the Hilti cartridge gun properly. I was awestruck when I saw the sifus (professional waterproofers) operating the Leicester double-seam welding machine (portable but heavy) using a cherry picker as the medium of access to the full circumference of the tunnel surface profile, challenging the orthodox welding methods. My boxers used to be fully soaked with sweat and my boots were half-filled with sweat also. It was truly inhumane for me physically, but it was awesome! This challenging experience is what motivated me to become a professional waterproofer.

Over the course of 7 years, I gradually gained report writing, communication and strong email correspondence skills and, by undertaking night-time vocational courses and part-time distance learning postgraduate studies, I climbed the ladder.

What do you specialise in?

I specialize in the Tunnel Waterproofing system. Its design, procurement of materials and tools, delivery on site, installation works, air testing, vacuum testing, screwdriver testing, commissioning, repairing, and providing warranties, are all the things I enjoy doing. I also enjoy preparing its method statements and conducting risk assessments on-site.

But, in all honesty, I would be lying to myself if I didn't say that I miss being on the frontline working hard installing geomembrane and welding it.

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MEMBER PROFILE

What projects are you most proud of?

NE/2015/01 Tseung Kwan O to lam Tin Tunnel Waterproofing and Associate Works 2.3 km dual-two lane. I'm really proud of this achievement because it was the biggest contract in terms of scope and price.

I won the tender, provided 96 employments throughout the 20 months of the contract duration, raised working capital from 4 individual investors and returned the monies back with interest and on time, as promised. I am very proud of this fact; being able to deliver the project on time and having profits returned to investors.

This contract has taught me a lot, for example, legal compliance, occupational safety, auditing, company tax, business strategy, corporate culture, tunnel engineering challenges, HR importance, accounting and bookkeeping, risk management, stakeholder management, etc.

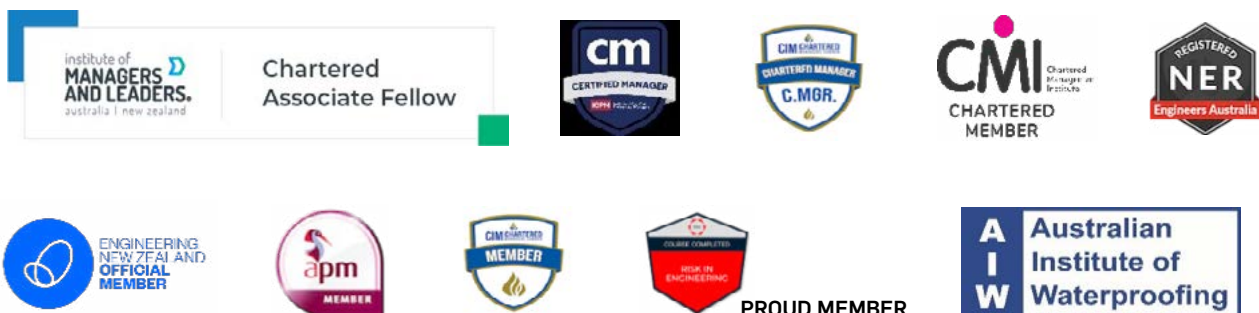
Any career highlights?

My achievements and accolades are my highlights. I'm only 30-year-old but I have amassed huge number of accolades in the avenues of construction engineering, project management, and construction management globally. You name it, I've got it! – RPE, RPEQ, royal Chartered Manager, Certified Manager®, APM Certified Project Manager, MAIC Directors, MHKlo Directors, the list goes onto 40-something post-nominals. I'm really proud of what I've been able to achieve especially coming from a small country with limited opportunities.

PUN Rahul

CMgr MCMi, CMgr AFIML, CM® ICPM, C.Mgr. CIM

Certified Mentor | APM Certified Project Manager | MIEAust National Engineering Register | Registered Professional Engineer of Queensland | Registered Professional Engineer (Civil), VIC & TAS
MENG (MANAGEMENT), RMIT AUSTRALIA | MSC PM (CONSTRUCTION), PORTSMOUTH UNITED KINGDOM



LOOKING FOR QUALIFIED WATERPROOFERS? TRY A TAFE

If you are looking for team members
- the TAFEs and RTOs are a good source.

Nationally, there are several TAFEs and RTOs that offer the Certificate III in Construction Waterproofing that have had groups finish throughout the year or have just completed and gained successful competency. **These students are keen, ready and looking for work.**

Each TAFE may have a different method of contact, but here is a good link to start with.

THE GOOD UNIVERSITIES
GUIDE 2022



Another excellent resource is the Waterproofing Industry Network on **Facebook** <https://www.facebook.com/groups/waterproofingindustrynetwork/> to get your job advertised to a substantial audience.

GET QUALIFIED FOR FREE!

If you or your staff want or need the Certificate III in Construction Waterproofing, its **FREE** across the TAFE network in Victoria.

Enrolments and intakes for 2023 are being taken so get in and get qualified.

Chisholm Institute



Melbourne Polytechnic



Holmesglen TAFE



Kangan TAFE



Bendigo TAFE



Certificate-III-in
-Construction-
Waterproofing



Job Title	Technical Sales Support Representative (based in Melbourne and surrounds)
Reports to	Director wedi Pty Ltd
Job Summary	The primary responsibilities are but not limited to, providing technical and sales support to our Contractor, Builder, Architectural & Design, Distribution and Retailer accounts, as well as other assigned duties and finding new distribution partners in the assigned territory.

Responsibilities:

- ▶ Develop sales revenue opportunities and reach or exceed sales goals assigned
- ▶ Provide technical application support and sales support to our customer groups
- ▶ Conduct on-site product installation and application training
- ▶ Present educational product knowledge and installation seminars
- ▶ Identify and submit new product development potentials and opportunities from a technical viewpoint
- ▶ Support product users and sales team as well as marketing and product development teams within wedi with application questions
- ▶ Assist with and review technical publications
- ▶ Monitor and ensure building codes and standards compliances and cooperate with building code enforcement
- ▶ Stay up to date with industry standards and local building codes
- ▶ Other duties as assigned

Qualifications:

- ▶ Must have a background and experience in sales and construction (tile, flooring, renovation, general contracting)
- ▶ Ability to travel 4 days a week to service customers and occasionally out of state travel
- ▶ Excellent social skills
- ▶ Proficient in MS Office Suite
- ▶ Excellent planning and organisational skills
- ▶ Excellent verbal and written communication skills
- ▶ Strong attention to detail
- ▶ Ability to work with others and independently
- ▶ Self-motivated and self-disciplined.

Physical Requirements:

- ▶ Continually traveling and occasionally out of state travel
- ▶ Regularly install, lift, handle product and construction material.
- ▶ Must have ability to lift 30kg.
- ▶ Regularly speak clearly so listeners can understand.

Looking for a new start in 2023?

We are now hiring! Join our happy teams in Brisbane or Sydney! We have several open positions in both cities. Waterstop Solutions in Brisbane and Sydney are on the hunt for new team members for our growing business!

Waterstop Solutions is one of the leading companies in our areas of expertise of fixing leaking buildings and concrete structures.

We are proud of our employees who have built our professional reputation and made Waterstop Solutions what it is today. We wish to INSPIRE by demonstrating unwavering integrity in everything that we do and as part of our Company Culture, we combine passionate dedication with a relentless safety focus to stimulate creative mastery and innovative solutions, born of a deep understanding and thirst for more knowledge.

SEVERAL OPEN POSITIONS



JOIN OUR TEAMS IN SYDNEY AND BRISBANE

APPLY TODAY!

waterstopsolutions.com.au

QBCC Lic. 1162603
NSW Builders Lic. 347295C

To learn more about Waterstop Solutions Capabilities and Technical Systems, please follow these links:

Capability Statement



Technical Systems



How to apply

Please send your resume and cover letter stating which position you wish to apply for, to the following:

Brisbane: info@wsqld.com.au

Sydney: admin@wsnsw.com.au

Waterstop Solutions Pty Ltd
QBCC Lic: 116260
Cm3 Prequalified
NSW Builders Lic: 347295C
Website: waterstopsolutions.com.au

Note: No recruiters, please.