

Job Hunter — brief, 2026-09-03

The roles worth an application this week, the companies worth a direct email, and what to check before you send either.

1,029 postings came in, 25 are worth an application, and here is where the rest went

Twenty-five postings are worth an application. A separate twenty-five companies are worth a direct email, having posted nothing at all. Every step of the drop from 1,029 to those two lists is below, so you can see what was thrown away on your behalf.

POSTINGS	WHAT HAPPENED TO THEM
1,029	Postings pulled from the boards
-239	Cut on a hard rule before anything read them
-196	Checked, and already closed
-220	Not reached this week
374	Read and scored in full
-211	Scored below the keep line of 60
163	Kept, and 25 of them are on the list below

For that second list, 87 companies were researched as ways in that never reach a job board. 75 held up, and the best 25 are below.

Apply to these 25, and settle one question on each before you send

These 25 are ranked by fit against your history. 16 of them carry something to settle before you spend an application: 9 do not state pay, 6 say remote but require you to live in a named place, 2 are on-site, and 3 sit on an apply link that returns a server error. The note under each role names which; the role title links to the posting.

COMPANY	ROLE	PAY	AGE	FIT
EPIC Epicor Software	Account Manager Lumber & Building Supply body states \$71K-\$114K; remote is conditional	not stated	16d	88
dormakaba	Architectural Sales Representative (USA Remote, US)	\$75K-\$95K unknown	11d	85

	base under floor, incentive on top			
AcquiOS	Founding Account Executive buyer is CRE acquisitions, not developers	\$260K-\$300K OTE	18d	84
Kimmel & Associates	Remote Estimator-Unitized Curtain Wall pay not stated	not stated	13d	82
Acoufelt	[Hiring] Specification Manager @Acoufelt listed twice; body says Tampa-based	not stated	12d	81
Acoufelt	Specification Manager Region 15 listed twice; body says Tampa-based	not stated	12d	81
JRM Construction Management	Estimator on-site, Jersey City	\$100K-\$150K base	10d	81
Stonhard	Design and Architectural Sales - New England four field days a week	\$110K-\$140K unknown	20d	81
vacancy global pro	Architectural Sales Representative - Newports New, VA listed twice; travel to 50%; link erroring	\$128K-\$150K OTE	14d	85
Apogee Architectural Metals	Architectural Sales Representative - Eastern Region pay not stated; territory travel	not stated	16d	80
Apollo.io	Go-To-Market Engineer II, Mid-Market buyer type you have not sold to	\$150K-\$175K unknown	12d	79
TeamBradley, Inc.	Pacific-Mountain Region Specification Manager / Architectural and Design (A&D) Sales Manager, Plumbing and Building Products, 26-15032 prefers Bay Area or Southern California	\$100K-\$120K unknown	9d	79
Smith System®	Regional Sales Manager (Illinois) pay not stated; 60% overnight travel	not stated	13d	78
Valto Engineered Materials	Specification Sales Rep pay not stated; Dallas-Fort Worth base	not stated	15d	78
vacancy global pro	[Remote] Architectural Sales Representative - Newports New, VA listed twice; travel to 50%; link erroring	not stated	12d	81
Signify	Southeast Controls Specification Sales Manager - Cooper Lighting Solutions home-based near Atlanta	\$107K-\$156K unknown	17d	77

Korrus	National Account Manager, Retail big-box retail motion, not designer-led	\$120K-\$150K unknown	12d	76
eClinical Solutions	Director/VP, Revenue Operations, Commercial Systems internal systems seat, not a sales role	\$180K-\$220K unknown	21d	75
vacancy global pro	Founding Account Executive - Confidential YC-Backed Startup Remote employer confidential; link erroring	\$75K-\$100K unknown	12d	78
Affirm	Revenue Operations Analyst II tops out at \$150K, no OTE stated	\$100K-\$150K base	15d	74
Coupa Software	Lead Revenue Operations Systems tops out just under \$150K	\$104K-\$145K unknown	9d	74
Erwin Electric, Inc.	Senior Electrical Estimator (Remote) must live in one of seven southeast states	\$125K-\$150K base	20d	74
JRM Construction Management	BIM Manager on-site, New York; not a sales seat	\$120K-\$160K base	14d	74
Later	VP, Revenue Operations confirm the residency terms	\$190K-\$220K base	17d	74
Whitfield Construction Company	Remote National Preconstruction Lead pay not stated; two-sentence listing	not stated	19d	74

Three of the rows share one host, an apply link that returns a server error, and an employer the body names only as a “reputed company”. Two jobs are also listed twice: both Acoufelt rows read “Specification Manager — Tampa” in the body, and the two Newport News rows carry the same title and location.

Email a named person at 25 other companies — not one of them posted a role

None of these 25 has an open seat, so every one is a cold email to a named person. Nothing has been drafted and nothing has been sent.

17 of them were hiring this week, but in seats next to the one you would pitch for — production, design, preconstruction, customer success. The other 8 produced no posting and no dated signal at all; for those, the reason to write now is that the relationship is going quiet.

Do not read the order of this table as a ranking of which company to want. Warmth measures how direct and how recent the relationship is, not how well the company fits, and the two do

not move together: the four companies at warmth 78 score 40, 45, 48 and 58 for fit, while the best fit in the group, 68, sits at warmth 70.

COMPANY	WHO TO APPROACH	WARMTH	FIT
TOOLS YOU USED			
Studio Designer	VP Sales	70	68
ASSA ABLOY	Director of Specification Sales / Architectural Sales Manager	78	58
monday.com	Sales Manager, Mid-Market	70	62
IKI	Export / US Sales Manager	63	64
Calendly	VP Sales	78	48
FullEnrich	Founder	70	55
Sybill	VP Sales	73	50
Zapier	Sales Manager	78	45
Agree.com	Founder	65	55
Anthropic (Claude / Claude Code)	Head of Go-To-Market	78	40
Mortenson Woodwork	Director of Business Development	62	55
DocuSign	Regional Vice President, Sales	70	42
CLIENTS YOU SOLD TO			
Thermal Collective	Founder	61	58
Whitfield Construction	Director of Preconstruction	62	55
Gensler	Director of Business Development	62	52
Gilbane Building Company	Director of Preconstruction	62	52
Shawmut Design and Construction	Director of Preconstruction	62	52
WRJ Design Associates	Principal	66	48
AECOM	Director of Business Development	62	50
Clune Construction	Director of Preconstruction	62	50
Corgan	Director of Marketing and Business Development	62	50

HOK	Director of Business Development	62	50
JRM Construction Management	Director of Preconstruction	62	50
PLACES YOU WORKED			
Amuneal Manufacturing Corp.	VP Sales	73	60
Blueprint GTM	Founder / Principal	62	58

Whitfield Construction and JRM Construction Management sit on both lists. Each has a posting you can apply to and a preconstruction director you can write to.

Location, not fit, cut most of the 239 postings that never reached scoring

141 of the 239 postings cut before scoring were on-site in a state you cannot work in, or labelled remote while the body required an office. That is 59% of everything cut, and more than the other six reasons together.

CUT	WHY IT WAS CUT
141	On-site in a state you cannot work in, or labelled remote while the body requires an office
55	Pay is more than 20% below your floor
21	Title is a role you ruled out — SDR/BDR, retail, door-to-door and the like
12	Commission-only, 1099-only or unpaid
7	Asks for years of experience you do not have on the clock it names
2	Industry you ruled out — staffing, MLM, insurance, auto, timeshare
1	Reads as an MLM or a scam

Every search we ran returned results; this is the first week, so the comparison starts next time

Every search we ran returned results and no part of the sweep was skipped, so a gap in these two lists is a real gap rather than a feed that failed.

But this is the first week. All 266 entries are new, nothing has changed and nothing has closed, because there is no earlier week to measure against. From next week on this brief will flag only

what moved: what appeared, what changed its pay or location, and what closed. The week cost \$1.41 to gather.

SOURCE	SPEND
jsearch	\$1.30
openwebninja	\$0.06
exa	\$0.05
TOTAL	\$1.41

Send the applications first — a posting can be taken down, an email can wait

The postings are 9 to 21 days old and any one of them can be taken down between the check above and your application. A direct email does not expire that way. So the applications go first, in this order:

1. Settle the note under the role before you write anything. 9 of the postings do not state pay and 6 carry a residency condition; one email answers either, and you will not waste an application on a seat you would turn down.
2. Apply once to Acoufelt and once to the Newport News role. Each is listed twice, and a second application to the same job is noise.
3. For the 3 postings whose apply link returns a server error, find the employer's own careers page and confirm who is hiring before you send anything.
4. Then send the direct emails, reading warmth and fit together. The warmest relationships are not the best-fitting companies, and the table shows both numbers for that reason.
5. Mark what you applied to and what you dismissed, so next week's brief stops surfacing it and can spend the space on something new.

Run 2026-09-03. Every number here is counted from that run's own files. Postings were checked for being open on the dates in the run log; one can still close between the check and your application. Quotes from postings are machine-verified as verbatim — where a quote could not be verified it was removed rather than paraphrased.