

# Business Development Representative - Residential



**Job Code**  
**BDRRES**

**Job Description Title**  
**Business Development  
Rep – Residential Sales –  
HVAC**

**Applies To**  
**City -**

## Job Details

**Location:** Ontario  
**Job Type:** Full Time

## Position Summary

As the Business Development Representative, you will be responsible for developing and increasing residential and light commercial product sales through our Distribution channels including, but not limited to, relationships with builders, developers, property managers, consulting engineers, contractors, and HVAC dealers. You will also build and maintain relationships with organizations responsible for rebate programs across Ontario, as well as acting as a Utility liaison. This individual will also be responsible for the day-to-day communications and growth of MESCA's two Ontario Distributors. The position reports to the Residential Distributor Sales Manager- Residential HVAC Products.

## Key Responsibilities

- Develop relationships with builders, developers, realtors, utilities and other key stakeholders for the purpose of creating new and furthering existing relationships to increase residential & light commercial sales.
- Support and develop the residential & light commercial plan & specification market in the region.
- Develop and deliver product application and sales training to dealer's sales staff. Assist in the promotion and awareness amongst the HVAC industry of Mitsubishi Electric heat pump technology.
- Work with the HVAC Sales team and contractor network to achieve annual regional product sales objectives.
- Support the Distributor Sales Manager in the development of tactical sales strategies and programs for new construction marketplace and advice on market conditions.
- Actively participate in sales planning and reporting.
- Participate in local professional groups, industry associations and functions.
- Provide continuous feedback on market activity and customer requirements.
- Prepare monthly sales reports.
- Perform other duties as assigned.

## Qualifications

### Qualifications

- Bachelor's degree or Technical Trade qualification in a related field preferred.
- Minimum 7 years of sales experience preferably in the HVAC industry.
- Minimum 7 years of experience calling on consulting engineers, mechanical contractors and property managers.
- Minimum 7 years of experience calling on builders & residential contractors.
- A good technical knowledge of heating and air-conditioning systems. Experience with VRF technology is an asset.
- Ability to read and comprehend architect and engineer drawings.
- Ability to communicate effectively to a diverse group of people.
- Proficient with PowerPoint, Excel, Word and other Microsoft Office Products.
- Self-motivated, a team player with the ability to also work independently.
- Willing and able to travel.
- Excellent public speaking skills.

### Education Requirements

Min/Preferred	Education Level	Description
Minimum	4 Year / Bachelors Degree	

### Years Of Experience

Minimum Years of Experience	Maximum Years of Experience	Comments
7		

Accommodations will be available upon request for persons with disabilities.