

Account Manager, HVAC Division

Job Code: ACCMGRBC



Job Details

Location: British Columbia

Job Type: Full Time

Position Summary

Position Vacant: Yes

AI Being Used to Recruit: No

Salary Range: \$90K - \$128K

As the Account Manager, you have extensive experience in designing, specifying and selling within the commercial and residential HVAC industry. Located in our Burnaby office BC, you are responsible for the sales, engineering design assistance and promotion of our entire range of HVAC, space heating and cooling, Ventilation and domestic hot water products for commercial and residential applications. The position reports to the Team Leader- Projects in BC

Key Responsibilities

- Achieve assigned product sales goals.
- Work with consulting engineers, contractors and developers to promote and assist with design of commercial and residential ventilation and applied HVAC solutions to generate mechanical design specifications for our products.
- Responsible for growing the market share of all our BC products for assigned territories.
- Develop, add new channels, revive existing channels for growth.
- Establish and build long-term valued relationships with consulting engineers, contractors, building owners and developers to secure their commitments to our products.
- Prepare and provide effective seminars on our products, their application, selection and design tools, aimed at conveying the benefits of our systems/Mitsubishi Products.
- Act as engineering resource to support the channel, service existing accounts and generate future business prospects through frequent customer visits, advice on system design, attending sales calls and other activities required to increase the volume of specified system designs in the region using our products.
- Expand market awareness of our products and our industry experience by communicating features and benefits of our products and services effectively.
- Submit to BC YK Projects Sales Team Leader the Monthly reports and weekly customer visit plans; schedule client meetings and action plans for follow-ups.
- Submit regular business intelligence reports including, but not limited to, market activity and trends, project pricing, and sales pipeline, project and quotation status in assigned territory.
- Submit to Project Sales Team Leader- a variety of sales status reports as required, including

activity, closings, follow-up, and adherence to goals.

- Close and grow sales through professional communication with existing and potential clients.
- Manage and interpret customer requirements – speaking with clients to understand, anticipate and meet their needs.
- Communicate to management, sales or service opportunities and customer concerns or suggestions.
- Identify and resolve client concerns; recommending a course of action to alleviate these concerns in the future.
- Work with the Operations team to ensure customer project requirements are met.
- Preparing responses to RFQ (request for quotes) and RFI (request for information) in a professional and timely manner.
- Maintain records of customer communications and contact information as required.
- Attending and participating in trade shows, conferences and other marketing events.
- Maintain awareness of pertinent client information, future plans, payment performance; communicate any client information that may affect company decisions to appropriate departments as needed.
- Any other duties and goals assigned at different times during the employment.

Qualifications

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- Bachelor's Degree in Mechanical or Building Services Engineering. – P.Eng. designation in BC is preferred
- Diploma in building sciences, Mechanical Engineering or similar technical qualification with relevant experience can be considered.
- Minimum 5 years of sales experience as a sales engineer for commercial applied/engineered HVAC products with excellent knowledge of mechanical HVAC system design. Experience with VRF technology is preferable.
- Solution oriented mindset.
- Good knowledge of Mitsubishi Electric commercial and residential HVAC products.
- Capable to specify and win large Commercial projects.
- Excellent interpersonal skills. Able to work well with others. Believes in Team work.
- Is a specialized sales professional.
- Ability to see and implement solutions for results, in adverse and challenging everyday situations.
- Results driven mindset.
- Knowledge of residential sales environment and proven track record is preferred.
- Established relationships within the HVAC community in British Columbia.
- Proven ability to develop and assist consulting engineers and design build contractors with mechanical HVAC building design based on equipment supply.
- Strong business development acumen with ability to deliver compelling training presentations for sales, product features and benefits, as well as system design are essential to this position.
- Excellent oral and written communication abilities with proven negotiating and influencing skills.
- Standing member of EGBC preferred.
- Standing member of ASHRAE and LEED certification is an asset.
- Microsoft Office proficiency.
- Willingness to work a flexible schedule and in a highly demanding work environment.
- Attention to details.
- Ability to work and succeed in a fast paced and dynamic work environment.
- Work requires travel to current and potential clients, involves the possession of a valid state

driver's license and the ownership and use of a reliable car. Travelling to Toronto headquarter might be required for quarterly meetings, training, products launching events

Education Requirements

Min/Preferred	Education Level	Description
Minimum	4 Year / Bachelors Degree	2-3 Year Diploma can be considered with sufficient relevant experience.

Years Of Experience

Minimum Years of Experience	Maximum Years of Experience	Comments
5		

Accommodations will be available upon request for persons with disabilities.