

Job Title: Commercial Sales Engineer – HVAC Sales Division, BC Branch Office

Position Summary:

As Commercial Sales Engineer for the HVAC Product Sales Division, you are a senior engineer with extensive experience in designing, specifying and selling within the commercial HVAC industry. Located in our BC Branch office you are responsible for the sales, engineering design assistance and promotion of our HVAC products for commercial applications. The position reports to the BC/Yukon Commercial Business Manager.

Key Responsibilities:

- Work with consulting engineers, contractors and developers to promote and assist with design of commercial, ventilation and applied HVAC solutions to generate mechanical design specifications for our products.
- 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.
- 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 Commercial Business Manager the weekly customer visit plans; schedule client meetings and action plans for follow-up.
- 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 Commercial Business Manager 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 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 engineering 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.

Requirements & Qualifications:

- Bachelor's Degree in Mechanical or Building Services Engineering. – P.Eng. designation in BC is preferred
- 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.
- Established relationships within the HVAC community in British Columbia.
- Proven ability to develop and assist consulting engineers 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 APEGBC preferred.
- Standing member of ASHRAE and LEED certification is an asset.
- Microsoft Office proficiency.
- Willingness to work a flexible schedule.
- 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.