

**Job Title: Sales Manager – Applied Products - HVAC Product Sales Division**

**Position Summary:**

As Sales Manager - Applied Products - HVAC Product Sales Division, you will work in conjunction with and support of the Director of Commercial Business in overseeing the day-to-day operations of applied business. You are an established sales professional with extensive experience in the applied field engaging all customer segments in the sales of applied products within the commercial HVAC industry. Based out of our Markham, (ON) office you are responsible for the sales and engineering support and promotion of our applied products across all sales regions. This position reports to the Director of Commercial Business.

**Key Responsibilities:**

- Establish new product sales channels for the current range of applied products working with current distribution and direct sales networks.
- Work with consulting engineers to promote and assist with design of applied solutions to generate mechanical design specifications for our products.
- Establish and build long-term valued relationships with consulting engineers, building owners, contractors, and developers to secure their commitments to our products.
- Prepare and provide effective seminars and workshops on our products, their application, selection, and design tools, aimed at conveying the benefits of our systems.
- Act as engineering resource to support the existing sales channel, issue quotes, 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.
- Identify and establish new supplemental sales channels for the applied product.
- Working with factories and others secure access to new applied product line ups which will supplement the existing product portfolio.
- Submit regular business intelligence reports including, but not limited to, market activity and trends, project pricing, sales pipeline, project, quotation status and processing of purchase order to factories.
- Creation and Implementation of Application and sales strategies and plans to grow sales in Applied product categories.
- Responsible for the overall sales and profitability of the applied Commercial HVAC products business as sold via distribution partners and direct sales network including but not limited to managing sales volume, product mix.
- Working with the MESCA commercial sales team to build solid long-term relationships with building owners, developers and the consulting engineering community, promoting product quality and application to secure their commitment to our product.
- Other duties and responsibilities, as assigned.

**Requirements & Qualifications:**

- Bachelor's Degree in Business Administration or Mechanical Engineering.
- Minimum 15 years of sales experience of applied products with excellent knowledge of hydronic systems.
- Established relationships within the HVAC community across Canada.
- 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.
- Proven ability to develop and assist consulting engineers with mechanical HVAC building design based on

equipment supply.

- Excellent oral and written communication along with proven negotiation and influencing skills.
- Standing member of ASHRAE and LEED certification is an asset.
- Travel as required locally and internationally.

Accommodations will be available upon request for persons with disabilities.