

JOB TITLE: SALES ENGINEER / ACCOUNT EXECUTIVE

JOB SUMMARY:

A Building Automation Sales Engineer / Account Executive develops long-term business to business relationships with Mechanical Design & Consulting Engineers, Mechanical Contractors, and Building Owners/Operators. This person works with our customers to define the scope and pricing for control system installations, system upgrades, and system additions and service.

SKILLS AND ABILITIES:

- Ability to interface to the design and contracting mechanical industry
 - Knowledge of HVAC DDC control theory & applications, plus mechanical systems
 - Strong time management and organizational skills
 - Strong communications and interactive skills
 - Ability to work independently and unsupervised
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PREFERENCES:

- Experience/capability in creating one's own annual business plan for their market
- Existing local network of connections, plus the willingness to participate in / market to industry trade groups (i.e. ASHRAE, AEE, etc.)
- Bachelor's degree in Engineering or related technical degree
- Strong preference for people trained in "big company" college graduate programs, like Siemens, Johnson, Trane or Honeywell, or related controls company experience.
- Financial selling skills and/or knowledge of local utility incentive/rebate programs

