

## Business Development, Sales Specialist- Lab/ Critical Environments

Yorkland Controls Limited, in business for over 50 years, You will help ensure our channel partners win jobs with the right product and system components for their customers' most critical environments - hospital spaces, university and commercial laboratories and pharmaceutical production spaces - rooms that require precise pressurization control or include fume hoods.

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### JOB DESCRIPTION

#### Business Development, Sales Specialist – Critical Environments

This is a new position and is based in Toronto, Ontario.

As a Business Development Sales Specialist at Yorkland Controls, you will lead our efforts in offering current Value-Added Partners and End-users with the right product and system components for most critical environments - hospital spaces, university and commercial laboratories and pharmaceutical production spaces - rooms and applications that require precise pressurization control or include fume hoods.

Working in a cross-functional sales environment, you are responsible to provide pre-sales and after sales support for the Yorkland's Critical Environment portfolio to meet business goals: generate growth, create loyal customers, and maximize return on investment.

#### Responsibilities

The individual in this role will be responsible for direct business development and supporting our channel sales team, consultant engineers, owners and partners in presenting the Yorkland Critical Environments portfolio and capabilities - selecting products, and providing sales and operations support as needed for critical environment control systems and solutions.

## Required Knowledge/Skills, Education, and Experience

- 3-5 years of recent experience with the control of pressurized spaces, fume hood applications, and Critical Environment systems and products, and selling such systems
- Understanding of related pharma or healthcare industry-specific codes and regulations
- Strong knowledge of terminal box and venturi air valve products
- Strong knowledge of control systems and sequences
- Proven strong organizational, interpersonal, and communication skills, including the ability to articulate complex technology concepts simply and concisely.
- Bachelor's degree in Engineering, or equivalent work experience
- Qualified applicants must be legally authorized for employment in Canada. Qualified applicants will not require employer-sponsored work authorization now or in the future for employment in Canada.

## Preferred Knowledge/Skills, Education, and Experience

- Critical environment experience in Sales, Product Management or related roles

Please send resumes to : [info@yorkland.net](mailto:info@yorkland.net)

[www.yorkland.net](http://www.yorkland.net)