
Job Description- Account Manager, Greater Toronto Area

As a Technical Sales Representative, the individual will work closely with customers and their sales team to grow and promote the sale of HVAC CONTROL products and systems solutions provided by Yorkland Controls Limited.

Geographic coverage: Greater Toronto Area.

Responsibilities

- Close and grow sales through professional communication with existing and potential clients which include Mechanical Service Contractors, Control Contractors, Consultants, End-Users, and Property Managers.
- Manage and interpret customer requirements – speaking with clients to understand, anticipate and meet their needs.
- Assist with HVAC BAS Controls project management, site-walk through
- Prepare and conduct business proposals and presentations.
- Increase Control service parts by building relationships with mechanical and control contractors.
- Responsible for selling and supporting customers' control projects and services to new and existing client.
- Communicate sales opportunities and customer concerns or suggestions
- Identify and resolve client concerns; recommending a course of action to alleviate these concerns in the future
- Prepare Guide Specifications, estimates and budgets for target clients
- Support End-users, Consultants and Contractors in product and systems recommendation, design, fulfillment and after sales needs
- Coordinate company staff to provide exemplary service to customers
- Expand market awareness of our products and our industry experience by communicating features and benefits of our products and systems effectively
- Work with the engineering team to ensure customer project requirements are met
- Maintain records of customer communications and contact information as required
- Create technical presentations, webinars
- Prepare responses to RFP (request for proposals) and RFI (request for information)
- Attend and participate 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
- Knowledgeable of the design tools and price calculations
- Research market requirements and market data

- Maintain knowledge of competitor products and identify and report intelligence on competitor pricing or marketing strategies
- Maintain current Yorkland Supplier product knowledge
- Demonstrate and explain best practices in control parts and systems techniques
- Submit a variety of sales status reports as required, including activity, closings, follow-up, and adherence to goals
- Submit quarterly customer visit plans; schedule client meetings and action plans for follow-up-responsible for setting the customer's expectations

Knowledge and Skill Requirements

· Minimum 5 to 10 years in a related technical sales position with preference given to those individual with a strong technical knowledge of Commercial HVAC Applications and/or Automation and Controls.

Ability to read and interpret mechanical drawings and specifications.

· Generally required knowledge includes HVAC controls systems, facilities management systems, site preparation, peripheral equipment installation and servicing techniques.

- Strong interpersonal and communication skills
- Technical/engineering background preferred
- Past experience with selling Control Systems and Components
- Minimum - Bachelor's degree or Technical College and/or three to five years of proven sales or marketing experience (Mechanical)
- Strong presentation skills and professional appearance
- Strong organizational skills
- Valid driver license
- Ability to succeed in an entrepreneurial environment
- Microsoft Office proficiency including Visio
- Ability to climb ladders and visit rooftops if required
- Willingness to work a flexible schedule

Job Type: Full-time

Resumes identifying relevant work experience are to be sent to: info@yorkland.net