

## **Building Automation and Smart building platform (BAS Plus) Sales Representative**

### **Job Description**

Yorkland Controls Limited is a major Building Automation Systems provider offering connected smart building solutions using a combination of proven technology and a qualified network of systems integrators. We lead the way in how smart building technology and automation systems are implemented in new and retrofit applications.

We specialize in recommending "open-proven" technology from major manufacturers including Honeywell, Johnson Controls, and innovative and value-added platforms such as SkyFoundry.

### **Position Summary:**

We are seeking a dynamic and results-driven Building Automation and Smart building platform (BAS Plus) Sales Representative to join our growing team.

In this role, you will be responsible for identifying and acquiring new business opportunities, nurturing existing client relationships, and driving sales growth indirectly using our network of qualified systems integrators. Your expertise in building automation, strong communication skills, and passion for delivering exceptional customer experiences will contribute to our continued success.

**Sales Territory :** Ontario with a focus in major markets which includes the Greater Toronto Region

### **Responsibilities:**

- Identify and prospect new business opportunities in the building automation sector, including commercial, industrial, and institutional markets.
- Participate in business development, client presentations and proposal development, which include mechanical and electrical consultants, property and facility managers, end-users and specialty contractors.
- Leads in recommending IOT Smart Building solutions from design and integration.
- Provide education and consulting to clients on the benefits and business value of a holistic BASPlus approach.
- Expand market awareness of our products and our industry experience by communicating features and benefits of our products and systems effectively.
- Knowledgeable of the design tools and price calculations
- Demonstrate and explain best practices in applying BASPlus controls and systems techniques
- Prepare and deliver compelling sales presentations, product demonstrations, and proposals to key decision-makers, highlighting the value and benefits of our solutions
- Prepare Guide Specifications, estimates and budgets for target clients
- Collaborate with internal teams, including engineers, project managers, and technical support, to ensure seamless project implementation and customer satisfaction.
- Maintain accurate and up-to-date records of sales activities, customer interactions, and opportunities in the CRM system.
- Stay up-to-date with industry trends, market developments, and competitors' activities to identify potential opportunities and differentiate our offerings.

- Prepare responses to RFP (request for proposals) and RFI (request for information)

### Qualifications:

- Bachelor's degree in Engineering, or a related field (preferred but not required).
- Proven experience in sales, preferably in the building automation or related industry.
- Strong understanding of building automation systems, energy management, HVAC, lighting controls, and related technologies.
- A minimum of six (6) years of successful field sales experience. At least three (3) years successfully selling HVAC or building automation system industry.
- Excellent interpersonal and communication skills, with the ability to build rapport and establish trust with clients.
- Demonstrated ability to influence the market at key levels.
- Proactive and self-motivated individual with a track record of meeting or exceeding sales targets.
- Ability to work independently and collaboratively in a fast-paced environment, managing multiple priorities simultaneously.
- Proficient in using CRM software, Microsoft Office Suite, and other sales productivity tools.
- Valid driver's license and willingness to travel to client sites as needed.

### Hiring Range Salary:

\$70K-\$90K annual base salary + Incentive earnings (Salary to be determined by the education, experience, knowledge, skills, and abilities of the applicant, internal equity, and alignment with market data.)

This role offers a competitive Sales Incentive Plan that will take into account project revenue and annual margin, both for new business and existing assigned accounts.

### Why work at Yorkland Controls Limited

Yorkland Controls Limited is growing at an above average rate. We provide benefits including the following:

**Benefits:** Vacation, Auto-plan and Health, dental and medical benefits,

**Flexibility:** Hybrid working models, where applicable

**Diversity:** An inclusive organization that embraces diversity and belonging; work in a great team atmosphere with future potential for promotion within company

Please forward resume via email to [info@yorkland.net](mailto:info@yorkland.net) with **subject: BASPlus**

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