

CONTROLS SALES REPRESENTATIVE

The Dartmouth Branch is adding to its sales force and is looking for a **CONTROLS SALES REPRESENTATIVE** to generate sales for maintenance contracts, energy retrofits, and upgrades of existing controls/HVAC systems for present customer base and through the development of new relationships.

AEM has a large, installed base of automation controls for heating, ventilation, and air conditioning systems, (HVAC) in the commercial building market. Our objective is to perform ongoing service on these control systems. In addition, we provide enhancements and upgrades to our systems for existing clients. These would include:

- Energy retrofits
- Upgrades to obsolete systems
- Solutions to HVAC issues

Our existing service team consists of service technicians, administrative infrastructure, and advanced technology which allows us to provide world-class service to clients.

We need a person to:

- Regularly visit our existing clients and foster great relationships
- Find out what clients and potential clients need regarding HVAC and controls and provide solutions
- Negotiate service contracts with potential clients
- Work with our existing service technicians to provide pricing and solutions to customers
- Grow the business
- Provide service to customers in a very professional, efficient manner with respect to sales support

The ideal person should:

- Be highly self-motivated
- Have the ability to foster incredible relationships with customers
- Be able to find new business opportunities and successfully develop them into sales
- Be able to work in a team environment
- Have an incredible work ethic
- Have a technical or business degree/diploma from a recognized post-secondary institution
- Have 3 years sales experience which is relationship based or service based

TYPICAL TASKS

- Executes appropriate sales and marketing action plans and activities, including selling service contracts and retrofits
- Maintains high level of sensitivity and attention to clients' needs and expectations
- Undertakes an adequate level of customer prospecting activities
- Promotes teamwork and interaction with other sales representatives, technicians and administrative team
- Manages all aspects of customer relations as an account representative would
- Ensures adequate level of knowledge about company's products and services