



**Advanced Energy Management Ltd.**

*Putting our **energy** into saving yours*

**Looking for a career which positively impacts the environment?  
Are you self-motivated and have the drive to help grow the business?  
Are you well connected and have the passion for sales?**

**Advanced Energy Management Ltd. (AEM) wants you to join our growing company and talented team!** AEM is known for helping high-performance building owners and industrial plants reduce energy consumption and greenhouse gas emissions. We are currently seeking for a self-motivated and results oriented **Outside Sales Representative** to work in the Ontario region.

Reporting directly to the **Sales and Operations Manager**, the Outside Sales Representative is primarily responsible for growing and expanding the boiler plant/combustion service in large industrial plants as well as commercial automation systems business. The incumbent in this position will need to effectively generate leads and build relationships with potential customers while identifying and developing opportunities that fit our capabilities.

**Key Responsibilities include the following. Other duties may be assigned.**

- meeting and exceeding sales targets by consistently hunting and cold calling for opportunities and new projects
- working closely and collaborating with management and technical teams to develop sales strategies and new business prospects
- identifying and interpreting customers' needs and working with technical teams to develop solutions
- communicating and preparing business proposals to customers
- creating demands for services and products in the industrial and commercial market
- setting appointments and travelling throughout assigned territory to engage with customers
- negotiating and communicating customer demands to personnel involved with the delivery of services or products prior to making binding engagements
- seeking to obtain information pertaining to the advancement or completion of work carried out for customers and ensuring to inform AEM customers whenever an unforeseen or unexpected issue affecting quality, time, or pricing comes up
- ensuring adequate level of knowledge about mechanical and control systems; electrical systems; heating and cooling systems; and industrial steam boiler process

## QUALIFICATIONS AND EXPERIENCE

- Bachelor's degree or post-secondary Diploma in Business and or other related technical courses coupled with a minimum of 5 years outside sales experience within the industrial and commercial industry
- strong knowledge of industrial boiler steam process; heating and cooling systems; as well as mechanical and controls systems
- self-motivated to connect with key individuals within the industry and hunt for opportunities
- demonstrate excellent selling and customer service skills with the ability to develop long-term relationships
- proven ability to organize and plan as well as manage time effectively when meeting with customers, resolving customer issues, and generating leads
- effective communication skills, both written and oral, with the ability to clearly and concisely relay information
- resourceful and creative in resolving project and customer issues
- works well in teams with the capacity to deal with challenging individuals while remaining calm and positive
- willing and able to work overtime or irregular hours with minimal notice as required
- able to travel to NB or NS as required
- ability to lift up to 30 lbs, regularly visit construction sites, work in loud areas, and climb ladders

## WHAT WE OFFER

At AEM, we believe in hard work and a good quality of life. Our work environment is one in which people enjoy coming to work. We empower people to make decisions and do whatever it takes to delight customers and take time to have fun and develop relationships with employees. Some benefits are:

- Friday Afternoons Off
- Flexible Working Hours
- Medical and Dental Insurance
- Group RRSP
- Life Insurance
- Above-industry Wages
- Fitness Allowance

## TO APPLY

If you have been consistently recognized for having an outstanding passion for sales, drive for results, and you are interested in joining our team; please apply for this position by sending your cover letter and resume, quoting your full name and competition number **AEM1901** in the subject line, to [careers@aemltd.com](mailto:careers@aemltd.com). This posting will close **Friday March 29<sup>th</sup>, 2019**.

We thank all applicants for their interest in a career with AEM. We will contact those applicants chosen for an interview.