



Building Automation Sales Representative

SUMMARY

The salesperson will help us strengthen our existing customer relationships and develop new customers while maintaining a positive working relationship with MEP's and the construction chain. This individual will be tasked to identify and sell building automation solutions that can help the client achieve their environmental, operational, and financial goals.

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES include the following:

- Work effectively in a team selling environment
- Prospect and maintain an ongoing professional relationship with ModernControls' new and existing customer base
- Conduct price estimates and quotations for projects
- Be the customer liaison to deliver a single point of contact selling experience
- Attend meetings and interact with owners and suppliers to ensure timely and accurate completion of projects
- Coordinate and attend site reviews as required
- Perform take-off and estimate costs of prospective sales opportunities
- Monitor project files to make sure they are all kept accurately and expeditiously
- Analyze profitability of projects regularly and review it with the appropriate project manager
- Coordinate and prepare pre-construction and post-completion meetings
- Participate in opportunities to advance the company's interests and personal interest including conferences that require travel for either sales or training
- Issue contracts and purchase orders to subcontractors/vendors within guidelines and limits of authority
- Achieve annual sales and gross margin targets while providing customers with superior value and service

SUPERVISORY RESPONSIBILITIES

This job has no supervisory responsibilities

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The education and/or experience listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE

High School or GED

5+ years DDC Controls experience

Excellent written and verbal communication skills

Ability to read and interpret blueprints and other construction documents related to job bids

Individual must possess a valid driver's license in good standing

Strong understanding and interest in modern technologies (BAS, Security, Information Technology)

Proficient in CRM software

Preferred Knowledge/Skills, Education and Experience:

Bachelor/Associates degree in electronics or mechanical field