



Job Title: Account Executive / Sales Engineer BAS - Building Automation Systems

Job Summary:

Under close supervision, manages and grows assigned HVAC Building Automation Controls for territory accounts. Achieves sales and gross margin goals. Develops and implements plans to increase sales opportunities for Environmental Control Corporation, Inc. present and future clients. Ensures a smooth sales to operations transition and monitors progress. Assists in resolving installation, collections and other customer satisfaction issues as needed. Assists customers and potential customers with concerns involving the use of company devices, products and services. Recommends suitable resolutions accordingly. Prepares accurate and thorough sales activity reports, forecast reports and expense tracking reports.

Essential Duties and Responsibilities:

- Estimate, propose and bid on DDC projects
- Maintain relationships with General Contractors, Architects, Owners and Mechanical Contractors
- Build and maintain a DDC Account Base
- Technical sales for new construction and retro -commissioning offerings

Qualifications:

- HVAC Controls Ideal Candidate may have experience with Alerton Controls, Tridium Niagara, and Siemens Controls
- BS/BA in related discipline, or advanced degree, where required, or equivalent combination of education and experience.
- Estimation skills
- Selling BMS Direct Digital Control systems
- Effective communication skills to give presentations
- Individual must possess a valid Driver's license in good standing

Preferred Knowledge/Skills, Education, and Experience:

- Bachelor's Degree in Electrical or Mechanical Engineering
- Experience with: BACnet, Modbus
- Thinks strategically and takes into account long-term implications of one's actions
- Works independently, exercises discretion, applies common sense and makes competent decisions.
- Complies with designated work schedule
- Uses company resources wisely
- Constantly analyzes for ways to improve individual and/or company performance.

This Company Describes Its Culture as:

- Detail-oriented - quality and precision-focused
- Outcome-oriented - results-focused with strong performance culture
- Team-oriented - cooperative and collaborative



Work Remotely

- Yes (when required)

Job Type: Full-time

Pay: Base depending on experience - plus commissions

Benefits:

- SEP IRA
- Dental insurance
- Health insurance
- Paid time off

Schedule:

- Monday to Friday

Experience:

- 5 year(s): BAS Sales, Business Development, Building Automation Systems, Financials, Excel
- Ability to communicate/describe scope to Engineers/Mechanical Contractors effectively

Education:

- Bachelors or better in Mechanical Engineering or related field is preferred