

Job Title: Building Automation Sales
Job #:
Department: Technical Services
Reports To: Building Automation Manager
FLSA Status:
Posting Date:
Closing Date:

JOB OVERVIEW

This position is the primary sales position within the organization responsible for identifying, estimating and selling solution-based projects. This position is responsible for developing and maintaining relationships with new and existing customers to identify the scope of work, estimate and sell systems and solutions to meet or exceed his/her booking and booked gross margin budgets. This position is also responsible for maintaining a post-sale relationship. Participates in pre-bid reviews and sales to operations turnover meetings to evaluate accuracy of the sales estimate and job layout. Analyzes plans, construction contract specifications and codes to determine project requirements. Follows up with appropriate management to assure understanding and satisfaction of job scope.

QUALIFICATIONS AND SKILLS

- Sells systems solutions to executive level decision-makers.
- Prospect for, identify, and qualify potential sales opportunities.
- Cultivate, develop and maintain long-term customer relationships.
- Write specifications or RFQs for customer.
- Develop and implement sales strategies and tactics for individual sales opportunities.
- Prepare and deliver audit reports and proposals.
- Generate and implement sales presentations.
- Process and analyze feasibility assessments and/or all bid/contract documents.
- Previous experience in building automation (DDC controls) as a technician and (engineering and/or estimation)

REQUIREMENTS

Oral and written communication skills

Consultative selling skills

High level of financial and business acumen

Ability to use technology and analysis tools (Microsoft Office Products – Word, Excel, Outlook, PowerPoint, Internet Explorer, etc.)

Commercial controls background or related experience

College Degree preferred

Structured Sales Education preferred

LEED and/or CEM certifications a plus

BENEFITS

- 401k
- Medical / Dental / Vision Insurance
- PTO / sick leave

Please send your resume and salary requirements to jobs@sierradetectionsystems.com
Make sure to reference the job number in your reply

Your employment is contingent on you passing a drug screen, functional capacity test, and your full compliance to our company confidentiality and non-compete agreement

