

Job Title: Design Build Project Sales Engineer

Job Summary:

Work with internal resources to generate opportunities to estimate, propose and sell Design Build projects, replacement solutions and other mid--large projects within existing client base.

Principal Accountabilities:

- Sell Design Build projects and engineer customized solutions for repair/replacement projects among existing client base (majority are commercial and industrial).
- Present, negotiate and close contracts based on thorough assessment of client needs.
- Follow up on all leads and provide status updates to sales and operations teams.
- Attend client meetings with other team members.
- Conduct needs analysis and present solutions to address specific client needs.
- Work with other Tudi business units (Plumbing and Electrical) to offer full MEP solution.
- Partner with other team members (engineering, service, automation, etc.) to ensure contract requirements are fully understood and implemented.
- Review all contracts for accuracy and completion. Submit completed contracts to appropriate staff in operations and accounting departments.
- Provide project management guidance to ensure smooth turnover transition.
- Participate in project meetings to ensure open and ongoing communication.
- Actively engage Sales Manager and other team members in selling process.
- Actively participate in estimating process and review final proposal specifications.
- Participate in training events sponsored by the company and trade/industry associations to maintain technical expertise.
- Record all sales and prospect activity in CRM database to substantiate weekly sales activity reports.
- Achieve annual sales goal.
- Perform other duties as assigned.

Qualifications:

- Mechanical Engineering degree preferred.
- Three (3) years minimum direct HVAC sales experience (or sales in another related industry) or Seven (7) years minimum experience as a field service technician or prior HVAC project sales may be substituted for Bachelor's degree.

Knowledge, Skills and Abilities:

- Strong negotiating, closing and networking skills.
- Organized; detail oriented; ability to multi-task.
- Strong verbal and written communication skills.
- Able to work independently, as well as in a team oriented environment.
- Ability to identify client needs, overcome potential challenges and develop persuasive solutions to address their needs.
- Flexibility and discipline to travel daily in the tri state area, self-manage time and schedule meetings efficiently.