



## **INSIDE SALES ENGINEER / PROJECT MANAGER OPPORTUNITY**

Established in Ottawa, Ontario, Longhill Energy has become known for its specialty energy conservation products in the commercial HVAC industry. For over 40 years, Longhill Energy's sales team has prided itself on offering advantages in design quality, energy efficiency, and overall performance of the products they offer. Having grown to represent nearly thirty manufacturers, they are able to offer solutions to challenging designs by working closely with consulting engineers, contractors, and business owners/developers.

Longhill Energy is currently seeking an inside sales engineer/project manager to join our fast-paced team to promote, and sell HVAC equipment to the commercial, industrial, and institutional construction industry. We seek sales professionals who are not only passionate about their work but also creative, innovative and want to pursue their sales career and compensation to the next level. Our creative and competitive sales environment offers generous rewards and incentives for meeting and exceeding sales targets.

## **KEY ACCOUNTABILITIES & RESPONSIBILITIES**

- Assisting with the development and cultivation of an assigned customer base consisting of mechanical contractors, engineers, developers, and other key decision makers for mechanical systems projects
- Conducting site visits to verify and document equipment conditions
- Efficiently coordinating sales project requirements by combining technical knowledge and sales skills to offer the best solutions in a competitive market while maintaining profitability
- Assisting with preparing, and submitting quotations in a strategic manner
- Meeting regular sales targets
- Providing pre-sales technical assistance and product education
- Aiding and coordinating the design and selection of custom made equipment using vendor supplied software and catalogue information

## QUALIFICATIONS & EDUCATION

- Experience maintaining professional relationships with mechanical contractors, engineers and/or developers in the construction, mechanical, technical or HVAC sales industry a strong asset
- Prospecting, closing and growing business accounts
- HVAC system design and component selections
- Strong analytical and problem-solving skills
- Strong written and oral communication skills in English
- French written and oral communication an asset
- Ability to meet deadlines and efficient time and workload management skills
- Ability to work in a team environment
- Business aptitude and understanding the importance of client relationships for developing new business opportunities
- A degree or diploma in Mechanical Engineering or Mechanical Engineering Technologist from a recognized post-secondary institution with specialization in the HVAC industry required

If you are interested in being considered for this exceptional opportunity, please send a resume plus cover letter including how your qualifications will meet the posted position to: [solutions@longhill.ca](mailto:solutions@longhill.ca)

Please note only qualified candidates will be contacted.

No phone inquiries.

For more information on Longhill Energy please visit [www.Longhill.ca](http://www.Longhill.ca)