



**Enviroair Industries Inc.** is a manufacturing agent based in Montreal, Quebec. Enviroair is a leader in the HVAC Industry, by providing HVAC equipment-based solutions for engineers, architects, building owners and contractors. We are currently seeking a Technical Sales Representative to represent our company, products, culture and values within the territory of **Eastern Ontario**.

#### **Job Description**

Working out of our Ottawa Branch satellite office, your mandate is to develop business, grow sales and maintain good professional relations with assigned customers in the Greater Ottawa area. Enviroair represents a large portfolio of well-regarded products.

#### **Main Responsibilities**

- Establish and execute a sales plan for your given customers in the Ottawa market;
- Making sales calls with consulting firms and mechanical contractors;
- Able to execute a successful presentation (lunch and learn, general technical, or other);
- Educating the local engineering community on our various products;
- Keep yourself up to date technically with respect to product developments in the marketplace;
- Be responsible for the following on your projects:
  - Equipment selections and budget pricing for customers
  - Take-off / revision of bills of materials and pricing of projects
  - Negotiating purchase orders
  - Preparing your project releases to production
  - Verifications of order acknowledgements
  - Be willing to go to job sites and assist contractors with questions, start-ups, and troubleshooting of technical issues
- Equipment selection, design, application, and optimization;
- Provide technical support to our customer on plans and designs.

#### **Training & Experience**

Bachelor's degree in Mechanical Engineering or at least a College Degree in Building Engineering with relevant experience.

- Good technical knowledge in the following areas: hydronics, ventilation, heating, air conditioning, refrigeration of mechanical building systems;
- Relevant professional experience in the field of technical representation of HVAC;
- Customer service experience;
- Excellent selling, communication, and negotiation skills;
- Strong sense of organization, rigor, autonomy, resourcefulness, and enthusiasm;
- Advisory approach, ability to analyze and understand customer needs, sound judgment;
- Sense of negotiation, conviction and persuasion. Ability to work with a diverse clientele of professionals;
- Ability to conduct multiple projects simultaneously and work under high pressure;
- Great interest and motivation for sales, professionalism and customer-oriented attitude, results and objectives;
- Strong overall computer literacy;
- Hold a driver's license, own a car and be available for travel.

**Enviroair Industries** is a medium-sized company that offers strong compensation and benefits packages. We are flexible with respect to hybrid schedules that include both office-based and remote working. We prioritize continuous development and professional growth, and our Ottawa office is a tight-knit group of sales professionals.

If you are interested in applying, please send your resume to [mlallemand@enviroair.ca](mailto:mlallemand@enviroair.ca)