

Engineering Sales / Project Manager

Full-time Regular
Ottawa, ON,

E.H. Price, a division of **Price Industries Limited**, North America's leading manufacturer and distributor of air distribution products (www.priceindustries.com) is a dynamic, progressive, and innovative organization looking for new talent to join our sales team. The successful candidate will be charged with maintaining, growing, and driving our exciting line of products.

We offer a competitive salary, excellent benefits, and the opportunity to build a career at one of Canada's leading companies.

What We Offer:

Health and Dental - Employees and their families enjoy flexible benefits options covering an extensive list of medical and dental expenses and services.

Life and Disability - You will be provided with life insurance in a multiple of your salary with an option to purchase additional coverage.

Employee and Family Assistance Program (EFAP) - You and your family will have free access to consultation and support for your mental, emotional and financial well-being.

Pension Matching Program - Invest in your future with each pay cheque through our Defined Contribution Pension Plan and we will match your contribution (up to 3% of your salary).

EQ Care® - You and your family will have free access to speak with a doctor by phone or app from wherever you are.

Pocketpills – You and your family will have free access to Canada's first Digital Pharmacy, PocketPills enables you to call, text or email the pharmacy care team from wherever you are. You will enjoy free delivery of your prescriptions and vitamins straight to your home.

Gym Subsidy Program- Employees are eligible for a gym membership reimbursement of up to \$240 per year, this includes Fitness related App's.

Ottawa Engineering Sales

The basic function of the Engineering Salesperson is to promote all the Price Brand and the manufacturers we represent. To provide accurate and timely support, to all stakeholders in the HVAC industry. For this specific position the candidate must have a thorough understanding of mechanical systems to be able to make optimal selections and designs of products listed below.

The successful candidate's responsibilities will include:

The following are the principal duties of the Engineering Salesperson.

Develop and maintain relationships with all industry stakeholders (Engineers, Architects, Contractors, Developers, Owners etc.), to grow sales and expand market share in accordance with company goals and objectives.

Promote the sale of all equipment represented by the Ottawa sales office.

This will include:

- Be able to identify, and maximize, opportunity.

- Carry out product selections for engineers and design/build contractors.

- Be able to interpret schedules, construction drawings, specifications, etc.

- Be able to do take-off's, prepare quotations and tenders, prepare and issue submittals.

- Negotiate sales.

- Project manage the entire sales cycle from initial enquiry through end of warranty period.

Self-educate, and attend manufacturer's factory / training visits, to ensure you are constantly up to date on the latest product developments and software tools. (Some travel will be involved).

Understand, and remain current with, both industry and local codes and regulations, and market trends, to ensure we comply and can exploit opportunities.

Service the engineering community in an accurate and timely manner.

Maintain an understanding of our competitor's product offering.

Carry out Lunch and Learn (or similar) presentations when requested to do so. The goal is to have EH Price represented products specified, or listed as an equal, on all projects.

Plan and implement new product introductions to the market.

Visit job sites as and when on-site challenges present themselves.

Plan and accompany customers on factory visits. This needs to be done strategically and consistently.

Be a member of ASHRAE and attend monthly ASHRAE meetings.

Organize and attend trade shows when requested to do so.

Assist in all customer events as required. This could be open houses, sporting events, lunches, etc.

Perform other duties assigned by your manager.

Work as part of a team, with a Customer First approach to business.

The ideal candidate for this position will have:

A minimum of 3 years' experience selling HVAC related mechanical equipment, but 5 or more years would be preferred.

Professional Engineering Degree or a Diploma in Engineering Technology.

Working Knowledge of Microsoft Word, Excel, PowerPoint, Outlook & Internet Explorer.

Understanding of how to read & interpret construction drawings.

Positive attitude, exemplary attendance, ethical business practices, and a reliable team member.

Should this excellent opportunity interest you, please submit your resume, including salary expectations.

Price Industries Limited hires based on merit and is strongly committed to equity and diversity. We welcome applications from all qualified candidates, including all genders, Indigenous peoples, persons with disabilities, members of visible minorities, individuals of diverse gender and sexual orientation and all groups protected by the Human Rights Code. We are happy to provide reasonable accommodations throughout the selection process and while working at Price. If you require support applying online because you are a person with a disability, please contact us at HR@priceindustries.com.

We appreciate the interest shown by all applicants, however only those being considered for an interview will be contacted.