



Sales Engineer

Overview

The Sales Engineer works in partnership with account management leaders and business development executives to support the overall sales process. In addition, Sales Engineers assist customers and consulting engineers understand available HVAC solutions, and design & support the successful configuration, cost estimation and articulation of project scopes and benefits for proposals that build profitable backlog for the company. In addition to supporting the sales effort, sales engineers will also collaborate with project managers and operations peers by internally communicating project scopes and requirements for successful implementation of projects sold.

Responsibilities

- Works collaboratively with vendors and clients to develop enhancements and/or additional strategic solutions to the current product offering based on the supermarket environment
- Serves as a first point of contact for basic customer engineering requests
- Collaborate with the Engineering team on specific projects (examples: store analysis, building heat and cooling loads, energy studies)
- Reviews and analyzes weather data for climatic design conditions, plots equipment functionality on psychometric charts and determines HVAC equipment sizing and configuration utilizing the ECAT proprietary equipment selection software by AAON
- Reviews architectural, mechanical, and control plans to assess and qualify project requirements
- Verifies that information on mechanical and control plans are accurate as per the manufacturing specification
- Conducts research and presents design proposals for projects and/or participates in sales presentations with Account Managers
- Create proposal content including scopes of work and customer expectation management criteria and qualifications
- Works closely with the account team to respond quickly to client requirements, such as equipment shop drawings, specifications, and unit features
- Coordinates with Project Management and Operations Team on the specific requirements of the project



- Creates equipment submittal package for customers, Engineers of Record [EORs], and subcontractors; Reviews approved shop drawings returned from external engineering firms and/or customer representatives
- Collaborates with Account Leads, Sales Team, and Customer Representative Coordinators to track and ensure project budgets and timelines are known and deliverable
- Participate in the collection and entry of key data as sales opportunities advance in their sales cycles into the FLO Customer Relation Management (CRM) system
- Identifies product gaps and deficiencies and collaborates with Product Management and Design Engineer teams for product sustaining input
- Communicates consistently and effectively with customers and all internal stakeholders
- Able to travel to site to review unit operation and perform site surveys
- Prepare educational presentations for EOR to improve their product knowledge in product specifications and understanding the features, benefits, value-add of FLO equipment
- Serve as supermarket dehumidification expert with the ability to diagnose client needs and make recommendations for HVAC solutions

Skills and Qualifications

- Post-secondary education in engineering (preferably mechanical) or in another technical field
- Minimum 5 years of experience in commercial/industrial HVAC rooftop systems
- Minimum 10 years of work experience in related industry
- In-depth knowledge of HVAC systems needs in supermarkets is an asset [training can be provided accordingly]
- Project management experience is required
- Excellent relationship and team building skills, a positive attitude
- Excellent communication and customer service skills
- Ability to work in a fast-paced and dynamic team-oriented environment
- Self-management skills, ability to work independently, self-directed
- Experienced in customer negotiations
- Experienced in developing and delivering presentations
- Experienced with MS Office Suite including PPT



- Excellent planning and organizational skills; knowledge of consultative sales techniques

Conditions of Employment

- Permanent full-time employment
- Travel to job sites, manufacturing facility, and customer locations
- Ability to work from home with a home-based office
- Valid passport: able to travel across North America

If you are interested in this exciting opportunity, please forward your resume in confidence to careers@systemsflo.com

While we appreciate the interest of all applicants, only candidates selected for an interview are contacted. No agencies, please. We are committed to fostering an inclusive, accessible work environment, where all employees feel valued, respected, and supported. FLO will provide accommodation for applicants with disabilities as part of its recruitment process. If you are contacted to arrange for an interview, please advise us if you require accommodation.