



More than a supplier... A solution!

Career Opportunity

PRO KONTROL is the largest wholesaler in electrical, electronics and pneumatic controls for commercial systems in Canada. We sell products and **customized solutions** to solve **Regulation problems in the HVAC** industry. PRO KONTROL's goal is to always give you first-class quality service. We are committed to keep a large selection of diversified products and accessories in inventory and to build a business relationship based on confidence and the achievement of common goals. For those reasons, PRO KONTROL has been showing consistent growth for 30 years. We are currently looking for dynamic candidates to fill the following position:

External Sales Representative–Projects Team (Eastern Township)

Under the immediate supervision of the Vice-President, the External Sales Representative is responsible to maximize business opportunities and to evaluate customer's needs. He must bid on projects and monitor them, from the signature of the contract until the closure of the project. It must transmit, in due form, the agreements made with the client and ensure that the Project Coordinator respects the requirement of the contract. It provides full responsibility for the profitability of its projects and must follow the strategy set by the sales management team to ensure compliance with Pro Kontrol's specific customer approach.

Main tasks and responsibilities:

- Establish sales objective for its territory, in collaboration with the Branch Director and the Vice-President and ensure the monitoring of the objectives.
- Review the data of potential customer and maintain the database accurate.
- Solicit customers.
- Prepare and conduct technical presentations with customers (engineering team and contractors).
- Meet with clients to evaluate their needs and potential.
- Perform project estimations (equipment's, Pro Kontrol's work, subcontractors) according to specifications and invitations to bid.
- Prepare and design plans and specifications for the control systems.
- Coordinate price inquiries to subcontractors and suppliers, if required, with the Project Coordinator.
- Prepare, revise and disclose bids to customers.
- Lead the projects meeting to introduce a new project to the team.
- Perform various follow-ups: invitation to bid, start-up of a projects, implementation phase, end of project, customer satisfaction.
- Be responsible for the maintenance agreements.
- Ensure project profitability, with the Project Coordinator.

Please send your resume to: emploi@Prokontrol.com



Requirements

- College degree in building systems or a General College degree with relevant experience.
- Minimum 5 to 8 years experience in HVAC field specifically in control.
- Bilingual.
- Good knowledge of the current office software and standard operating systems (Windows, Word, Excel, Internet, etc.).

Competencies

- Sens of responsibility
- Initiative
- Autonomy
- Demonstrate desire and learning ability
- Strong team player
- Good analysis capacity
- Discretion
- Interpersonal skills
- Be motivated to achieve sales objectives and present a professional image

Travelling will be necessary to cover the assigned territory (Eastern Township and some part of the South Shore). This permanent and full-time job is link to the Laval Branch, so training and integration will be done in Laval. Afterwards, the employee could be based in Laval or in Longueuil, as preferred.

We offer a competitive salary range and a full insurance plan. All our branches are with free parking lot and coffee is provided freely. Pro Kontrol is committed to continuous training to enable the development of competencies of all employees, so we have a training and competencies development policy to reimburse tuition fees, training materials and conferences and seminars participation fees.

The compensation program included a base salary and a commissions program. The reimbursement of travel expenses, smart phone and lap-top are included.

We invite interested candidates to apply by submitting their resume to: emploi@Prokontrol.com

PRO KONTROL

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