

## 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 (HVAC/Control)

The External Sales Representative is responsible to maximize business opportunities and to evaluate customer's needs. She or he must uphold Pro Kontrol's corporate image as well as all the characteristic traits that have contributed to make the company known for its impeccable service and added value. She or he must work in collaboration with the entire Sales team and Marketing on upcoming projects.

#### Main tasks and responsibilities:

- Establish and monitor sales objectives for its territory, in collaboration with the Managing Partner
- Maintain and maximize business opportunities in his territory
- Maintain good business relationship and ensure compliance with Pro Kontrol's specific customer approach
- Solicit customers, review the data of potential customer and maintain the database accurate
- Perform project estimations (equipment's, Pro Kontrol's work, subcontractors)
- Prepare and design plans and specifications for the control systems
- Perform various follow-ups: invitation to bid, start-up of a projects, implementation phase, closure of the project, customer satisfaction
- Ensure project profitability
- Participate in local trade shows, exhibitions, industry meetings and seminars, when needed.

#### Requirements

- College diploma in building systems, industrial, electronics or a related field
- 10 years of experience in sales in HVAC/Control field
- Experience in business development for the Light Commercial Building Solutions
- Good knowledge of the current office software and skilled in the use of recent technology (Blackberry, electronic planner, text message, etc.)

#### Competencies

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

This is a full-time and permanent position, based in Markham. Travelling will be necessary to cover the assigned territory so candidate must have access to a car in good condition, well maintained and have a valid driver's license.

*Pro Kontrol offers all its employees personalized **training** and a pleasant working environment. Loyalty, integrity and respect are part of the company's values. Working at Pro Kontrol is like being with family. We offer a **competitive salary range** and a **full insurance plan**. **Parking is available** at all our branches along with **complimentary hot beverages**. The compensation program includes a **base salary and commissions program**. The reimbursement of travel expenses, smart phone and lap-top are included.*

**You're part of the solution!** We invite interested candidates to apply by submitting their resume to: [resume@prokontrol.com](mailto:resume@prokontrol.com)