



CAREER OPPORTUNITY

ProKontrol is the largest distributor of heating, ventilation, air conditioning and refrigeration controls (HVACR) for commercial buildings in Canada. We distribute all major brands of **HVAC controls** under one roof.

More than a Supplier...A Solution! In addition to products and parts support, we also offer retrofit services, start-up services, telephone and on-site technical support, engineering design, panel assembly, technical drawings/wiring diagram and software programming. For 40 years, **ProKontrol** has been showing consistent growth with locations in Laval, Longueuil, Quebec, Toronto, Ottawa and Halifax in addition to our location for combustion. We are looking to fill the following position:

External Sales Representative

Interested in a career with the **ProKontrol** team? Please send your resume to: cv@Prokontrol.com

Main Responsibilities

- Collaborate with the management team to establish the sales objectives and development plan
- Ensure the execution of the development plan, maintain, and maximize business opportunities in his territory
- Maintain good customer relations and respect the customer approach, unique to ProKontrol
- Solicit customers, proceed to an analysis of the customer information, and maintain the upkeep of customer database
- Strive for customer satisfaction
- Prepare and lead customer presentations (engineering firms, contractors, etc.)
- Meet with customers and evaluate their needs
- Estimate projects (equipment, ProKontrol's services, subcontractors) according to the specifications and invitation for tenders
- Prepare and/or review quotes, as required
- Present quotes to the customer
- Prepare "Extras" to the project, submit the quotes, and coordinate the integration of additional services with the Project Coordinator
- Make various follow-ups (quotes, project kick-off, completion, satisfaction)
- Inform customers on new products and new service offerings
- Prepare maintenance contracts and propose them to the customer, if required
- Ensure project profitability
- Document the actions taken towards the customer and update the information in the CRM
- Support and facilitate follow up on ongoing marketing campaigns
- Refer the customer to another team member, when needed
- Help target customers for mass mailings, if needed
- Perform any other related tasks
- Stay up to date with knowledge pertaining to new products and technologies

Requirements

- College degree in Building Systems or in management with relevant experience
- Minimum of five to eight years of experience in HVAC control/Regulation field combined with experience in Sales
- Experience with Business Central
- Experience working with a multisite employer
- Bilingual an asset
- Good knowledge of the current office software and standard operating systems (Windows, Excel)
- Skilled in the use of recent technology (Electronic planner, etc.)

Competencies

- Always present a professional image, clean and well-dressed to sustain the company image
- Initiative
- Adaptability
- Good Learning Ability
- Strong team player
- Leadership
- Pay attention to details
- Ability to propose solutions
- Be motivated by the achievement of the sales objectives
- In the performance of his duties, always ensure, to possess or have access to a car in good condition, well maintained and very clean inside and out
- Always ensure to have a valid driver's license (The role includes visits to construction sites and client locations. Remote work is also available)

We Offer

- Competitive Incentive Package
- Full Benefits Plan, including Telemedicine, disability insurance, dental insurance, and supplemental health insurance.
- Sick days and personal days
- Parking, Kitchen, and Complimentary Beverages
- Opportunity to grow within the company
- Personalized Training for all
- Flexible Schedule

Permanent • Full Time • Based in Markham

Salary range between \$85 000 to 105 000\$ per year. Possibility to receive commissions