



JOB TITLE: TECHNICAL SALES ENGINEER
DEPARTMENT: SALES

JOB SUMMARY:

An ATS Sales Engineer develops long-term business to business relationships with ATS Automation customers through the following activities: Provide consulting support to Architects, engineers, contractors and owners for building control and HVAC systems. Estimate control system hardware and installation costs based on project plans, specifications, and other contract documents. Interface with ATS engineers and technicians to ensure successful project implementation. Provide industry presentations and seminars to educate and influence the consulting, contracting and building engineering community. Work with our customers to define the scope and pricing for multi-year service support agreements, system upgrades, tenant improvement projects, and training. Direct project financial responsibility is also important in the sales engineering position.

SKILLS AND ABILITIES:

- Strong writing and presentation skills
 - Knowledge of HVAC DDC Control Theory & Applications and Mechanical systems
 - Strong time management and organizational skills
 - Strong communications and interactive skills
 - Ability to work independently and unsupervised
 - Strong desire to win
 - Strong work ethic
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EDUCATION AND EXPERIENCE REQUIREMENTS:

- Engineering undergraduate degree
- Equivalent combination of education and experience
- HVAC and/or Mechanical systems experience
- Professional business to business sales experience