

Sales Engineer Building Controls

For over 20 years Burnell Controls Inc. has been providing full service building automation and energy management in the New England area. We are looking for a highly motivated individual to add to our sales force successes to work based out of our Danvers MA headquarters. This person should be self-driven, results-orientated with a positive outlook and a clear focus on business development. This positive “can do” attitude with the ability to work as a team player will be the key to success. The ideal candidate will excel in consultative sales and easily establish rapport with top level business owners

Duties

- *Responsible for the development of long-term customer relationships.*
- *Timely responses to all customer’s inquiries*
- *Provide consultative sales in determining Automated Building Solutions for:*
 - *System upgrades and enhancements*
 - *Retrofit and replacement*
 - *New construction*
- *Act as an account manager for your assigned accounts to ensure your customer BMS needs are identified and met.*
- *Build and establish relationships with non-contract customers that have previously purchased control systems.*
- *Develop, evaluate and discuss possible solutions to address your customer’s system performance in order to increase its’ energy efficiency, comfort and maintainability.*
- *Prepares, validates and finalizes scope of work and pricing proposal with customers.*
- *Selling service contracts to existing customers, developing new customers and providing them with automatic building control solutions that answer their energy needs.*
- *Work with Project Managers to convert new controls installations into service contracts.*
- *Works with engineering and customers to resolve any deviations in scope.*
- *Flexible to work varied work hours as needed.*

BURNELL CONTROLS INC.

ENVIRONMENTAL CONTROL SOLUTIONS

- *Maintain regular consistent and professional attendance, punctuality and personal appearance.*
- *Maintains up to date reporting on sales opportunities*
- *Adherence to company and customer on site safety policies.*
- *Pursue personal development of skills and knowledge necessary for the effective performance of the position.*

Requirements

- *Keen presentation skills and customer rapport building are a must.*
- *Experience with automatic building controls sales with companies such as Johnson Controls, Honeywell, Siemens, Vykron/Tridium, or a comparable company is preferred.*
- *Building Controls/HVAC: 3 years experience*
- *Candidates must have a proven record of sales success.*
- *A Valid Driver's License is required and CORI checks may be required on various work sites.*

Education/Experience

- *Bachelor's Degree from Accredited University and/or Equivalent Experience preferred*

About Burnell Controls, Inc

Burnell Controls designs, installs, and maintains systems that control the comfort of buildings (schools, universities, large commercial, government...etc) using a network of advanced digital controllers and sensors. Burnell Controls is a medium size company successfully in business for over 20 years, currently with a full-time team of around 35 (engineers, programmers, technicians, electricians, service, admin, HR.), headquartered in Danvers, MA, 18 miles north of historic Boston. Burnell Controls offers a full line of benefits, including health/dental insurance, IRA with company match, paid holidays, paid sick days, and paid personal days.