

Position Profile

TITLE:	Senior Sales Engineer
REPORTS TO:	Industrial Process Solutions
LOCATION	Toronto or Mississauga Office

Industrial Process Group

Growth in the Yorkland Controls Industrial Process Solutions Group requires technically competent sales individuals to recommend and manage the execution of solutions to the industrial market. These systems include:

- Combustion Systems and the instrumentation to measure and control these systems
- Combustion Efficiency
- Building Automation Systems
- Smart Combustion Valve and Actuators
- Steam Controls
- Combustion Burners
- Gas Analyzers
- Flow Meters

Candidate Profile

The successful candidate will demonstrate the following:

- Bachelor's Degree in Mechanical Engineering or similar discipline **OR** Heating and HVAC advanced mechanical engineering diploma
- Minimum of 5 years sales experience in the industrial combustion in any or all of the following markets:
 - Health Care (Central Heating Plants)
 - Mineral and Mining
 - Refining Petro-Chemical
 - Food and Beverage (baking, frying, boiling, or toasting)
- Strong practical and theoretical understanding of physical processes
- Ability to read and develop wiring and mechanical drawings
- Understanding of Control and Instrumentation systems
- Strong verbal and written communication skills: Word Processing, and spreadsheet applications
- Strong mechanical aptitude
- Experience in Auto-Cad or Visio
- Strong Interpersonal skills
- Driver's License
- Ability to travel
- Ability to work independently as well as part of a cross-functional team

Desirable skills

- Current experience in a similar role
- Proficient in natural gas systems, B149 regulations, ESA and the TSSA field approvals process

Key Responsibilities

- Promote new and existing product lines and engineered solutions to clients
- Liaise with appropriate utilities to develop and promote energy saving incentives
- Specify, size and configure various products to meet individual process requirements
- Report current sales activities and project opportunities in progress
- Forecasting and planning of annual sales growth potential
- Planning and communicating key account activities and initiatives
- Attend supplier business meetings, product introductions, and training courses
- Coordinating joint sales calls for product promotion and project opportunities
- Report current and forecasted Industrial manufacturing market conditions
- Respond to referrals from other sales team members and direct customer requests
- Executing elements of proposed and final process solutions
- Promote solutions at trade shows, and other organized events.
- Liaise with our supplier sales and marketing organizations
- Executing elements of proposed and final process solutions:
 - Specify, size and configure various products and systems to meet individual process requirements
 - Design new and upgrade existing combustion control systems to meet or exceed customer requirements for improvements in productivity, quality, reliability, energy efficiency and reduced emissions.
 - Oversee the creation of project specific drawings for fabrication and regulatory approval including P&ID's, wiring schematics and sequence of operation.
 - Assist clients with TSSA / ESA Field approval applications and inspections related to projects sold
 - Work panel shop and other fabricators to oversee construction of project elements
 - Oversee the Inspection and test fabricated project assemblies
 - Oversee installation and commissioning of projects as required

Interested candidates should reply by sending resume and supporting information to:
info@yorkland.net