

Business Development Manager – Building Automation & Controls

Location: Greater Vancouver Area with account responsibilities in Alberta

About Yorkland Controls – Powered by Building Controls & Solutions

Yorkland Controls Limited is a major Building Automation Systems provider offering connected smart building solutions using a combination of proven technology and a qualified network of systems integrators.

We lead the way in how smart building technology and automation systems are implemented in new and retrofit applications.

We specialize in recommending “open-proven” technology from major manufacturers including Honeywell, and Johnson Controls.

Position Summary

In this role, you will be responsible for identifying and acquiring new business opportunities, nurturing existing client relationships, and driving sales growth, via channel partners, in the field of building automation and control systems.

Your expertise in building automation, strong communication skills, and passion for delivering exceptional customer experiences will contribute to our continued success.

The ideal candidate will have a solid understanding of HVAC Systems and of the full sales process and as a result be able to prospect clients and further develop existing accounts. They should be well organized and be able to manage the daily operations of assigned accounts. In order to continue to generate revenue, this candidate should be able to uncover new client needs and find a way to add value to their business.

Responsibilities

- Identify and prospect new business opportunities in the building automation sector, including commercial, industrial, and institutional markets
- Close and grow sales through professional communication with existing and potential clients which include Mechanical Service Contractors, Control Contractors, Consultants, End-Users, and Property Managers.
- Manage and interpret customer requirements – speaking with clients to understand, anticipate and meet their needs.
- Assist Channel partners with HVAC BAS Controls recommendations.
- Prepare and conduct business proposals and presentations.
- Increase Control service parts by building relationships with mechanical and control contractors.

- Responsible for selling and supporting customers' control projects and services to new and existing client.
- Communicate sales opportunities and customer concerns or suggestions.
- Identify and resolve client concerns; recommending a course of action to alleviate these concerns in the future.
- Expand market awareness of our products and our industry experience by communicating features and benefits of our products and systems effectively.
- Work with the engineering team to ensure customer project requirements are met
- Create technical presentations, webinars
- Attend and participate in trade shows, conferences and other marketing events
- Maintain awareness of pertinent client information, future plans, payment performance; communicate any client information that may affect company decisions to appropriate departments as needed
- Knowledgeable of the design tools and price calculations
- Research market requirements and market data
- Maintain knowledge of competitor products and identify and report intelligence on competitor pricing or marketing strategies
- Demonstrate and explain best practices in control parts and systems techniques
- Submit a variety of sales status reports as required, including activity, closings, follow- up, and adherence to goals
- Submit customer visit plans; schedule client meetings and action plans for follow-up- responsible for setting the customer's expectations

Knowledge and Skill Requirements

- Minimum - Bachelor's degree or Technical College and three to five years of proven sales or marketing experience (Mechanical or Electrical)
- Proficient in Microsoft Office
- Proven experience in sales, preferably in the building automation or related industry.
- Strong understanding of building automation systems, energy management, HVAC, lighting controls, and related technologies.
- Excellent interpersonal and communication skills, with the ability to build rapport and establish trust with clients.
- Proficient in using CRM software, Microsoft Office Suite, and other sales productivity tools.
- Valid driver's license and willingness to travel to client sites as needed.
- Strong organizational, communication and analytical skills Strong understanding of full sales process
- Valid driver's license and willingness to travel to client sites as needed.
- Experience utilizing customer relationship management software
- Minimum 5 to 10 years in a related technical sales position with preference given to those individual with a strong technical knowledge of Commercial HVAC Applications and/or Automation and Controls.
- Generally required knowledge includes HVAC controls systems, facilities management systems, site preparation, peripheral equipment installation and servicing.

Benefits: Vacation, Auto-plan and Health, dental and medical benefits,

Flexibility: Hybrid working models, where applicable

Contact us at : info@yorkland.net with your resume and introductory letter