

TITLE:	Building Automation Product Application Specialist
REPORTS TO:	Building Automation Group
LOCATION	Building Controls & Solutions/Yorkland Controls -Windsor – SW Ontario

Building Automation Engineering Group

In this position you will be challenged to have an advanced understanding of the Building Automation Systems (BAS) Industry. As Automation Specialist, new hires will be required to learn a vast array of products, applications and software. The position requires a technically competent individual to support the solutions recommended by our sales force, as well as existing systems owned by external customers. These systems include but not limited to:

- Building Automation Systems
- HVAC Applications
- Valve and Actuators
- Energy Management
- DDC & Electronic Controls
- IOT and Networking

Key Responsibilities

The successful candidate will demonstrate the following:

- Maintain Expert level of product and application knowledge.
- Liaise with sales and other team members by providing technical advice and recommended product
- Specify, size and configure various products to meet individual process requirements
- Prepare estimates and design schedules
- Prepare control sequences based on standards
- Program sequences and control strategies based on recommendations listed in proposals
- Accelerate personal and team growth by attending relevant technical training for the purpose of cross training, application creation, and application support.
- Articulate both technology and product position to both businesses and technical users.
- Provide design and specification development to sales, customers, and design engineers.
- Respond to functional and technical elements of RFQs.
- Assist the sales force in following up and executing elements of proposed and final process solutions
- Implement and follow-up on quotes
- Liaise with our supplier technical support organization
- Respond to referrals from sales team and direct customer requests for technical support
- Convey customer requirements and expectations.
- Prepare conceptual drawings and line layouts.
- Perform technical product training for sales, estimators, and engineers at targeted accounts.

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Key Responsibilities Continued

- Assist in the design and development of new products and tools necessary to make target accounts / clients comfortable and successful at selling new technology.
- Maintain accurate records of target accounts, opportunities, quotes, products, contacts, and correspondence.
- Assist sales in technology / product demonstrations to understand customer requirements and to demonstrate the solution to their needs.
- Identify customer needs and sales opportunities to help future growth.
- Maintain standard application library for internal sales use.
- Development of kitted product and standard applications to be introduced to sales and marketing.
- Support new and existing customers on projects, including system drawings and points lists, programming, database, graphics, start-up and field commissioning
- Create & download programs, address controllers and commission field controller's, applications and networks
- Perform field commissioning for products and systems we supplied.
- Execute projects directly assigned as lead in a timely manor

Other Duties and Responsibilities

- Work with the technical support team to provide top level customer support to our customers across Canada and provide local technical support
- Set up support for all internal/external customer training sessions hosted by Yorkland/BCS
- Participate in training initiatives
- Adhere to all company policies

Minimum Requirements

- Demonstrated knowledge of HVAC control systems.
- Current experience in similar role
- Three to five years of Building Automation Programming experience- Johnson Controls, Honeywell or equivalent
- Familiarity with Microsoft Software (including Visio, Excel, Outlook, etc.).
- Strong verbal and written communication skills.
- Ability to interface effectively with clients and contractors
- Ability to multi-task between Field work and other duties and responsibilities
- Ability to work effectively in a team-based environment with minimal supervision
- Drivers license and transportation required for travel within the province
- Ability to travel to the US

The above is intended to describe general nature and work level being performed. This should not be construed as the complete list of duties assigned to the position.