



Technical Sales-Atlantic Canada

Do you want to work for a dynamic and rapidly growing company that is an industry leader in our field? Greystone Energy Systems Inc. is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service.

The Opportunity:

We are looking for a highly motivated, results driven individual to join our sales team. The **Technical Sales -Atlantic Canada** will be based in Moncton, New Brunswick, who will be responsible for sales and promotion of Greystone products in the assigned territory and supporting the Canadian Regional Sales team.

Objective & Summary:

Reporting directly to the VP of Sales, the Technical Sales position has the responsibility of leading and providing support to the various teams for Canadian operations including;

- Sales
- Customer service
- Marketing
- Product Management

This position is a member of the sales team, with the mandate to maximize the commercial activities with current and future customers. Responsible for all sales & marketing strategies, including development of commercial and business partnerships.

This position will provide support to members of the customer service team. As well, this position will establish key performance indicators, constantly monitoring them and communicate results to the management and sales team.

Principle Duties & Responsibilities:

- Develop and implement strategic sales plans to accommodate corporate goals
- Direct sales forecasting activities and sets performance goals accordingly
- Establish sales objectives and the resulting sales budget and be accountable for sales growth and attaining sales budgets
- Oversee sales plans and strategies for developing new business
- Develop business relationships with customers, associations, and leagues
- Provide strong leadership, ability to influence, motivate, coach and manage business performance of each salesperson towards achieving goals & targets
- Conduct market analysis of each region to establish best sales strategy, customer needs, price schedules and discount rates
- Work closely with all major accounts

- Maintain contact with all clients in the market area to ensure high levels of client satisfaction
- Actively participate with the management team to the elaboration of the marketing plans & strategies
- Ability to make each new contact and/or information into new business opportunities
- Organize and conduct periodic meetings with the members of your team
- Provision of assistance on product development including the revision and update of existing products as well as identifying new products and product segments for growth
- Liaison with government and trade show initiatives
- To communicate to the Marketing department changes required to update of all electronic and other forms of marketing tools

Qualifications:

- Self-motivated; capable of leading sales function with limited supervision
- Business acumen
- Strong interpersonal skills
- Strong customer service skills
- Familiar with ISO quality systems process development and implementation
- Attention to detail and adherence to deadlines
- Be analytical and problem-solver
- Thorough understanding of Microsoft Excel, Outlook, Word
- Ability to multi-task
- Strong leadership skills
- Be result-driven
- Ability to travel and work with various cultures

Education Training and Experience:

- Minimum 5 years of sales experience
- Graduate of an Electronic/Mechanical Engineering or Technology program
- Have a minimum of 1-3 years' experience in the commercial BMS Industry
- Industry related, successfully completed training courses are considered assets

Greystone offers a competitive salary and incentive package with office and business expenses paid.

Preference will be given to applicants that can prove a successful track record in the sale of commercial HVAC products. Please submit a cover letter and detailed resume outlining your recent experiences in the HVAC markets.