



Job Posting Engineered Sales Consultant

Department: Aire Technologies

Job Title: Engineered Sales Consultant

Reports to: Engineered Sales Manager

FLSA Status: Exempt

Location: Charleroi, PA

COMPANY PROFILE

Aire Technologies, a strategic business unit of DMI Companies, is a rapidly growing manufacturer of HVAC life safety devices. We are looking for a dynamic engineer to join our team to help us continue to grow. A strong candidate will possess engineering aptitude, the ability to present and transfer information, and be a good listener. This position is integral in facilitating continued growth.

This individual will share our Core Values of being Invested, Unified, Impassioned, Driven, and will promote Equality. These values drive our success. Aire Technologies' team members embody these Core Values, and we believe this is what makes us unique and successful.

Overview

The Aire Technologies Engineered Sales Consultant (ESC) will develop a view of the marketplace through telephone solicitation, market research, competitive analysis and direct visits to Engineers, Architects, Design Build Contractors, with Manufacturers Representatives. Contractor & wholesaler visits will be limited. The ESC will get Aire Technologies' products written into engineering and architectural specifications, will work to obtain the placement of products into contract schedules, and will assist in developing a strategic regional marketing plan.

The ESC will assume the role of a product champion. The ESC will be primarily responsible for the promotion and development of a narrow group of products for which the ESC will develop expertise. While the ESC will be primarily focused on the promotion and growth of a specific line of products in a specified territory, the ESC will also promote the full Aire Technologies product line to contribute toward national sales goals.

Principal Functions/Duties

- Deliver training presentations to engineers, architects, contractors, and wholesalers
- Oversee regional sales territories as assigned – integrate customer satisfaction by facilitating communication with engineering, production, technical sales, and the customers.
- Mechanical engineer outreach
- Study and understand building code standards and recommend specifications to engineers

- Product management. Interdepartmental coordination for certain new product developments and product augmentations
- Customer trainings on technical fire life safety products
- Direct sales support for regional manufacturers' representatives, including:
 - o Specifying mechanical engineers
 - o Multifamily architects
 - o Design-Build Contractors
 - o Manufacturers' Representatives
 - o Wholesalers
 - o Building Inspectors
- Market research
- Consulting with engineering design team to recommend and manage new products or product augmentations within a specific product family

Education

- Bachelor's degree in mechanical or industrial engineering from an ABET-accredited program

Knowledge, Skills and Abilities

Required:

- Exceptional communication skills with ability to present to large groups
- Strong analytical skills and attention to detail
- Ability to lead and be a part of a team, and independently, while effectively managing use of time
- Ability to interpret sales data and recognize trends
- Microsoft Office Suite (PowerPoint, Word, Excel, Teams)
- A basic understanding of geometric and dimensional tolerances as applied to drawings and shop work preferred
- Use of CRM systems (Sales Logix, Sales Force, InforCRM, etc.)
- Continuous desire to learn

Preferred:

- Design Engineering & Engineered Sales experience
- Experience with product development, augmentation, and refinement for cost savings and product improvement
- Understanding of basic building and fire codes
- Understanding of manufacturing processes

Travel Requirements

- Travel will be a minimum of 50%