



Job Posting Engineered Sales Consultant

Department: Aire Technologies, Inc

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, and Design Build Manufacturers Representatives. Contractor and Wholesaler visits will be limited. With this knowledge, the ESC will get Aire Technologies' products written into specifications, work to obtain the placement of products into contract schedules, and assist in developing a strategic marketing plan on local and national levels.

The ATI ESC will cultivate new and manage current overall customer relationships (engineers, architects, building inspectors, design build firms and contractors) with an engineering focus. New relationships will include development of Manufacturers' Representatives for bid and specification sales. The ESC will work with the Business Development Manager (BDM) and Engineered Sales Manager (ESM) to develop specific strategies to implement the plan within the local and national marketplace.

The ESC will then work with the ESM to assist and implement these product strategies. He, or she will also work closely with the Account Sales Manager (ASM) and Technical Sales Specialist (TSS) in assisting customers, coordinating orders, facilitating quotes, building customer satisfaction and working with inspectors, governing bodies and testing agencies such as Underwriters Laboratories.

The ESC will work with the ATI Design Engineer and the ESM to design, analyze and test new and augmented products, and to develop manufacturing methods using state-of-the-art technology.

Principal Functions/Duties

- **View of the marketplace and strategic development**
 - Collect competitive market intelligence through direct visits, phone solicitation, market research and analysis
 - Architect & Engineering Firms
 - Schedule meetings and presentations with top 100 engineering firms to develop a relationship and sell the firms on the use of ATI products
 - Develop and maintain information on the top 100 engineering firms in the US. Categorize firms by size, location, construction sector, products used and direct visits
 - Review and edit engineering specification(s) received. Once the spec is complete, document all recommended changes in a cross reference matrix.
 - Maintain ATI Revit models and AutoCAD detail drawings on Autodesk SEEK & ATI's website
 - Investigate competitor products and competitive market pricing establish market-pricing guidelines.
 - Assist customers with both technical and non-technical questions
 - Project Tracking – review and target projects in Reed, Dodge Reports and builders exchange and prepare summary reports
- **Implementation of market strategy**
 - Manage existing relationships
 - Follow large, difficult, or time sensitive orders through to completion and delivery. This includes at least a minimum of, but not limited to a follow-up telephone call to the engineer, architect or ATI customer
 - Initial and periodic travel with BDM and ESM calling on engineering firms to observe and assist in meetings as well as lunch and learn type presentations. After initial training, conduct solo sales calls and lunch and learns with target engineering firms
 - Develop/maintain engineering presentations for type of sales call
 - Attend national and/or regional trade shows, architectural seminars and other training programs
 - Assist with malfunctioning or damaged products in the field. Attempt to identify cause and troubleshoot to find most effective resolution.
 - Develop promotional mailings and website promotion to target engineering interest
 - Provide monthly follow-up progress reports
 - Build customer satisfaction and buying confidence through post-sale calls
 - Develop new relationships through current market channels and through alternate channels such as Plan and Spec organizations and/or Market Reps
 - Familiarize yourself with ASHRAE, SMACNA, NFPA, Leed & USGBC standards, practices and specifications
- **Review and analyze sales efforts**
 - Utilize systems to quantify sales efforts
 - Identify sales trends
 - Determine course of action for lagging sales
- **Identify new product opportunities / R&D**
 - Identify and establish market information for new product lines to develop in an effort to gain more market share through additional breadth of product offerings
 - Lead new product/project development through product launch
 - Assist in the design process with other departments to produce cost-effective, viable solutions and manufacturing methods.
 - Coordinate and oversee product testing at Underwriters Laboratories
 - Product development not limited to new products – product augmentation to define cost savings measures

Education

- Bachelor's degree in mechanical engineering from an ABET-accredited program
- Drafting, AutoCAD, AutoDesk, or equivalent

Knowledge, Skills and Abilities

Required:

- Exceptional communication skills with ability to present to large groups
- Strong analytical skills and attention to detail
- Ability to work as part of a team, and independently, while effectively managing use of time
- Continuous desire to learn

Preferred:

- Design Engineering & Engineered Sales experience
- Competence in ANSYS/Pro-E/Creo/AutoDesk/Solidworks/AutoCAD/
- Competence in finite element analysis and heat transfer analysis
- Internship experience, Manufacturing preferred
- Communication skills and ability to explain technical things well
- Knowledge of ARCOM/Master Spec BIM – 3D Revit modeling
- Experience with product development, augmentation, and refinement for cost savings and product improvement
- Understanding of basic building and fire codes

Travel Requirements

- Travel will be a minimum of 35%