



Kitchener/Waterloo Sales and Technical Support Representative

Aqua-Tech Sales and Marketing Inc., established in 1980 as a manufacturer's representative company in the plumbing and heating markets has grown to become a National Master Distributor in the Canadian market representing Lochinvar LLC. Currently has an opportunity for an experienced and talented Technical Sales Engineer/Technologist to join our Sales Team and take on the responsibility of a Technical Sales Representative working directly under the supervision and tutelage of our sales agency management group in the Kitchener/Waterloo Area.

Aqua-Tech is a leader in the residential and commercial hydronic heating and the commercial domestic hot water heating markets. We seek sales and support professionals who are not only passionate about their work but also creative, innovative and want to take their sales career and compensation to the next level.

Key Accountabilities and Responsibilities

Excellent Interpersonal skills with the ability to develop and cultivate relationships to maintain a customer base consisting of mechanical contractors, service contractors, engineers, developers and other key individuals involved in making mechanical systems equipment decisions on both small and large scale building projects, including but not limited to:

- Travelling within designated Kitchener/Waterloo, Halton, Greater Hamilton to visit potential clients, and the London/Windsor Area for Xylem products only
- Conduct sales calls to Engineers, Mechanical Contractors, and Plumbing Wholesale Distributors.
- Conducting pre-construction site meetings with contractors to verify and document equipment selections and provide coordination guidance for other equipment / trades
- Knowledgeable in mechanical systems, with a mechanical aptitude to troubleshoot hydronic systems issues to support our service network
- Organize and participate in regional trade shows and conduct training seminars
- Negotiating tender and contract terms to meet both client and company needs
- Do project take-offs based on mechanical engineering drawings, resulting in quotations.
- Meeting regular sales targets including the analysis of costs to ensure profitability
- Good time management and organizational skills

Qualifications & Education

Self- starter and self-motivated with excellent communication and troubleshooting skills:

- 5+ years of proven sales experience selling hydronic or mechanical equipment
- Experience with the tendering process and selling to mechanical contractors, engineers and/or developers in the construction, mechanical, technical or Natural Gas/ Propane HVAC industry
- Knowledge of Hydronic and Domestic Hot Water system design and equipment selections
- Strong communication and site troubleshooting skills
- A degree or diploma in Mechanical Engineering or equivalent from a recognized post-secondary institution with specialization in the HVAC industry preferred

If you are interested in being considered for this excellent opportunity, please send a resume plus cover letter including how your qualifications will meet the posted position to: pos11062015@aquatech-canada.com

Please note only qualified candidates will be contacted. No phone inquiries.

www.aquatech-canada.com