



## **Account Manager – HVAC/Refrigeration Service Sales**

**CIMCO** is looking for an experienced **Account Manager** to develop our Technical Service, HVAC & Mechanical Sales by leveraging working relationships with existing and new clients. This role will appeal to an individual with demonstrated experience as an Account Manager for HVAC or Refrigeration or Mechanic/Technician.

The successful candidate will be responsible for providing Technical Sales & support to our London Branch. This Account Manager will be responsible for developing and growing sales for South Western Ontario.

**Location:** London, ON  
**Travel:** typically 50%

### **Responsibilities:**

- Identify/create potential opportunities with existing and new customers in the HVAC market
- Developing relationships at multiple levels within the client's organization including operating engineers, facility managers, plant engineers, plant managers, etc.
- Develop/establish Asset and Capital Equipment lifecycle management plans with clients
- Development, evaluation and discussion of technical solutions with clients.
- Presenting to consulting engineers, business owners, representatives and other stake holders.
- Creating system designs and estimates (with support) for commercial, recreational and industrial clients.
- Complete material take-offs, equipment selections and pricing as necessary to develop cost estimates.
- Preparation and presentation of proposals/quotations to clients and closing the sale.
- Conduct activities in accordance with company policy including safety and respecting the environment.

### **Qualifications/Assets preferred:**

- Strong knowledge of commercial / industrial / recreational HVAC/refrigeration systems.
- Formal technical education and/or training (P.Eng., C.E.T., C.Tech., Red Seal etc)
- Three or more years of industry related experience.
- Willingness to travel regularly within our operating territory as needed
- Good communication, organizational, presentation and writing skills.
- Proficiency in Word, Excel, Power Point and other manufacturer's selection software programs.

### **Company Profile**

CIMCO specializes in the engineering, design, manufacture, installation and service of complex thermal building solutions for industrial, process cooling and recreational refrigeration and mechanical systems. For more than 100 years, CIMCO's leadership and unparalleled research, development and manufacturing programs has put us at the forefront of industry advancements and technological breakthroughs. Our professional engineers, technicians and designers apply innovative state-of-the-art equipment and refrigerants to develop systems that meet even the most complex thermal challenges.

We offer excellent compensation and benefits, including Pension Plan, Share Purchase Plan, Medical, Dental, Fitness Benefits, Flexible Hours, Career Development Opportunities, Mentoring and Continuing Education.

If you or someone you know is interested in this opportunity, please forward your resume via email to [CimcoHR@Toromont.com](mailto:CimcoHR@Toromont.com). We thank all applicants for their interest, however, only those selected for an interview will be contacted.

#2016-024

***CIMCO Refrigeration is an equal opportunity employer who recognizes and values diversity. Upon request, CIMCO Refrigeration will accommodate any applicant with disabilities throughout the recruiting processes, including any required applications, interviews and/or assessments.***