



CIMCO Refrigeration division Toromont Industries Ltd. has two full time positions available for **Commercial Contract Sales Representative** with 0 – 3 years of HVAC experience. Do you possess a sense of urgency? Are you a problem solver? The successful candidates will join our teams in our Toronto and London offices.

### **Role Specifics**

- Identify/create potential opportunities with existing and new customers in the HVAC market
- Developing relationships with multiple buying influencers in client organizations including operating engineers, facility managers, plant engineers, plant managers, purchasing contacts
- Developing, evaluating and discussing of possible solutions with client
- Presenting to consulting engineers, business owners, representatives and other stake holders
- Creating system designs and estimates with support from team leaders
- Responsible for take-off, selection and pricing to integrate equipment, controls and services for estimates
- Preparation of quotations and proposals with support from team leaders
- Presenting proposals to clients and closing the sale.
- Conduct activities in accordance with all company policies and procedures including safety and respecting the environment.
- Other duties as assigned.

### **Professional Knowledge, Skills & Qualifications**

The following qualifications, experience and skills are assets for this position:

- 0 – 3 years of HVAC industry experience
- Technical training in mechanical engineering (CET or equivalent) is an asset
- Technical trade training (CFQ) is an asset
- Knowledge of industry standards and best practices
- Strong proposal and technical writing skills
- Excellent oral and written communication skills
- Excellent organization skills with the ability to multi-task and work on a number of projects with competing priorities
- Proficient in the use of Word / Excel / PowerPoint software programs
- Must be available to travel within the territory
- Must possess and demonstrate a passion for sales

## **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.

We thank all applicants for their interest; however, only those selected for an interview will be contacted. No phone calls, please.

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*CIMCO Refrigeration is an equal opportunity employer who recognizes and values diversity.*