



CIMCO REFRIGERATION
2502 Commercial Park Drive, Mobile, AL 36606

DATE: July 28, 2016
TO: ALL ELIGIBLE CANDIDATES
FROM: CIMCO Refrigeration, Inc. - Mobile, AL
SUBJECT: SALES REPRESENTATIVE / ACCOUNT MANAGER - POSITION AVAILABLE

CIMCO Refrigeration has been established in Canada since 1913 and has proven to be the leader in Industrial and Recreational Refrigeration year after year. CIMCO has an open position for an organized and enthusiastic person to provide Technical Refrigeration Sales and develop working relationships with both existing and new clients. The successful candidate will be responsible for providing both Contract Sales and Service Sales support to our US operation. Our area of business is the entire United States of America.

Responsibilities:

- Developing relationships at multiple levels within the client's organization including operating engineers, facility managers, plant engineers, plant managers, etc.
- Development, evaluation and discussion of possible 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.

The following are considered assets although not necessarily prerequisites:

- Good knowledge of commercial / industrial / recreational refrigeration systems.
- Good communication, organizational, presentation and writing skills.
- Proficient In Word, Excel, Power Point and other manufacturer's selection software programs.
- Formal technical education and/or training (P.Eng., C.E.T., C.Tech., etc) .
- Three or more years of industry related experience.
- Willingness to travel regularly within our operating territory.
- Company vehicle or mileage program provided.
- Competitive salary. Benefit package. Share program.

We thank all applicants for their interest, however, only those selected for an interview will be contacted. No phone calls, please. CIMCO Refrigeration is an equal opportunity employer.

All applications can be sent via email to jmergulhao@toromont.com