



WATERLOO
225 Bathurst Dr., Unit D
Waterloo, ON N2V2E4
Tel: 519-772-0386
Fax: 519-772-1029

BURLINGTON - HQ
1038 Cooke Blvd., Unit 3
Burlington, ON L7T4A8
Tel: 905-681-3901
Fax: 905-681-0688

LONDON
113-4056 Meadowbrook Drive
London, ON N6L 1E2
Tel: 519-652-8280
Fax: 519-652-6867

TORONTO
4085 Sladeview Cres., Unit 5 & 6
Mississauga, ON L5L 5X3
Tel: 416-613-9947

Engineering & Mechanical Equipment Sales

- Full-time Permanent
- Business hours (8:00am - 5:00pm)
- Professional Mechanical Engineer preferred

O'Dell Associates is a well-established heating, ventilating, and air conditioning (HVAC) company that works across Ontario with engineers, building owners, mechanical and sheet metal contractors in both commercial and industrial settings. You will be required to deliver HVAC solutions to customers within the GTA territory, with a diverse line-up of world-class products.

In your role as **Engineering & Mechanical Equipment Sales**, you will bring forth an element of engineering sales and project management. You will work closely with consulting engineers on equipment selections & specifications, discuss new innovations within the market and provide design & application support to design-build contractors specific to the customers needs. Developing strong relationships with contractors will also be key to your success.

Daily Responsibilities include:

- Visit existing customers to maintain and deepen relationships
- Educate engineers and contractors about product line
- Identify sales opportunities with existing customers by demonstrating the unique advantages of our products
- Support design-build contractors by providing design and application support
- Work independently and/or with our inside sales team to create equipment quotations for jobs
- Oversee customer projects from product selection through quotation to installation to ensure customers' complete satisfaction
- Identify and proactively pursue opportunities for business with new customers

Qualifications Include but not limited to:

- EIT or Professional Engineer registered with PEO.
- Experience in the construction industry as a consulting engineer or other related function (i.e. engineering sales, contracting)
- Strong communication and interpersonal skills. Must be comfortable doing technical presentations to engineering groups.
- Business development & management skills
- Conscientious and diligent
- Able to work well independently and within a team environment across multiple office locations.
- Excellent verbal and written communication skills



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Here's what else you'll enjoy:

- Comprehensive benefits package
- Depending on experience you'll earn a competitive base salary. Upon meeting an annual sales profit minimum, you'll earn 30% commission on gross profit of sales (uncapped).
- Mileage covered and monthly phone allowance
- Vacation time negotiable depending on experience
- Christmas & New Year holiday closure
- Company sponsored professional affiliations (PEO, OACETT, CPSA, ASHRAE, etc.)
- Training opportunities at manufacturers' facilities across Canada and the USA

Contact Information:

- Please e-mail resume to careers@odellassoc.com
- For more information visit us at www.odellassoc.com