

Control Logic

3395 Kraft Ave., S.E.
Grand Rapids, Mi. 49512
616-988-1188

Of Michigan

Executive sales position

Control Logic of Michigan a system service provider (SSP) of Automated Logic Corporation, Energy Services and full Building Automation Systems.

Please send resume to info@clomi.com No phone calls please

Description:

Control Logic of Michigan is seeking a self motivated professional sales executive to promote and develop bundled solutions, including energy services, lighting and full building automation. Responsibilities include but not limited to:

- Work with consulting engineers to influence specification
- Work with bidding contractors
- Estimate, bid and successfully close sales.
- Overall customer satisfaction with Control Logic products and services
- Identify, meet and develop relationships with all key buying influences
- Understand the business drivers and financial decision criteria of the account
- Work with owners and engineers to influence “flat specification” or “preferred” status

Requirements:

- 3-5 years in Building Automation sales
- Energy based financial sales a plus
- Must have ability to communicate effectively from the boiler room to the board room
- Proven sales track record
- Strong negotiating and estimating skills
- Excellent time management and organizational skills
- Ability to work independently and unsupervised
- Analytical and financial management skills