

<b>POSITION</b>	Technology Consultant – Building Automation Systems (BAS)
<b>DURATION</b>	Permanent
<b>LOCATION</b>	Remote – Tri-State Area United States
<b>SALARY</b>	\$125,000 USD + Benefits

### **About Our Client.**

The global leader in switching power supply solutions and DC brushless fans and an \$8+ billion USD organization, our client brings some of the most energy efficient and sustainable solutions to buildings around the world, working together toward our shared vision of developing technologies aimed at reducing global warming and ensuring a sustainable future for mankind. Our client's products are the most energy efficient power products in the industry and include a comprehensive range of energy management solutions in Industrial Automation, Telecom Power, UPS and Data Center Infrastructure, Automotive Electronics and Energy Storage Systems.

### **The Challenge.**

Our client is the benchmark for building controls manufacturers, being one of the most respected organizations in the BAS industry, with more than 300 Partners/Distributors in over 80 countries. For more than three decades our client has offered innovative and exciting building automation solutions for commercial, healthcare, education, leisure buildings and more. As industry leaders, our track record includes delivering the world's first fully integrated native BACnet building solution encompassing HVAC, lighting, and access control products.

As part of client's electronic division, the global leader in switching power supply solutions, an \$8+ Billion USD organization, our client is able to bring some of the most energy-efficient and sustainable solutions to buildings around the world, working together toward a shared vision of developing technologies aimed at reducing global warming and ensuring a sustainable future for mankind. The electronics' division products are the most energy-efficient power products in the industry and include a comprehensive range of energy management solutions in Industrial Automation, Telecom Power, UPS and Data Center Infrastructure, Automotive Electronics and Energy Storage Systems.

### **About You.**

- Develop specifications for use by consulting engineers.
- Generate new business by promoting brand awareness in the consulting community.
- Develop major consulting relationships through direct presentations, lunch and learns, specification assistance and sales support for consultants.
- Get our client's technology in as many specifications as possible.
- Participate in major sales presentations to key stakeholder groups- can be in the presence of a Global Partner or not. It may involve joint target selling with Global Partners or Group Business Units.
- Represent our client in national or targeted market trade shows.
- May review and evaluate client specifications and coordinate in-house resources to satisfy client needs.
- Review system layout and system applications during the sales process.
- Regularly communicate with the management team regarding opportunities in play, forecasts and current sales progress using our CRM system and sales reporting tools.



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Vancouver (778) 837-1037  
Winnipeg (204) 915-7977

## Qualifications

- Proven track record in delivering agreed upon sales objectives.
- Professional selling skills.
- Proven consultative selling skills.
- Ability to communicate with and influence consultants and owner representatives.

## Experience required:

- A minimum of ten years industry specific experience.
- Previous experience in the plan and specification market.
- Engineering degree or equivalent education, training, and/or experience.
- Delivering results

## Why work for our client?

They provide fantastic opportunities to individuals passionate about business and technology. Their products are the most energy-efficient power products in the industry and our company is perfect for those who want to create, design and build sustainable solutions using massively scalable, big-data architecture, with a strong focus on building automation. Here are some of the perks you'll receive from day 1!

- Employee & safety centric culture with the possibility of remote work
- Flexible hours and scheduling available
- Competitive total compensation along with generous vacation allowances
- Three weeks of vacation
- In-house & external training provided along with education support and opportunities for growth
- Company-funded annual personal development budget
- Financial benefits & planning such as group RRSP & company match
- Employer-paid premiums for extended healthcare and family-focused benefits (health, vision and dental)
- Travel insurance coverage and access to the Employee Assistance Program (EAP)
- Wellness - onsite fitness center & company reimbursement for personal gym memberships
- Internal Recognition & Service Awards
- Employee Referral bonuses
- Transit accessible with free onsite parking
- Regular company events such as "Food Truck Fridays", Lunch & Learn and other planned activities

***All qualified applicants will receive consideration for employment. If you qualify for this position, we encourage you to apply by submitting a cover letter and resume to [ao@masarykco.com](mailto:ao@masarykco.com)***



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