



Job Title: Sales Engineer
Location: ACI Mechanical and HVAC Sales, Spokane Branch
Reports To: Spokane Sales Manager

POSITION OVERVIEW

The Sales Engineer role works in coordination with mechanical, sheet metal, and design build contractors to support the sale of HVAC equipment. Working directly with our Spokane leadership, engineering, warehouse, and estimating staff members, the Sales Engineer utilizes problem solving skills and mechanical engineering knowledge. The role requires matching customer needs with appropriate manufacturer offering in a timely manner.

The successful candidate will have a previous sales experience of products to contractors. They will have a high sense of urgency, be fun, and easily win others over with their can-do attitude and win-win philosophy. The product portfolio of ACI Mechanical & HVAC Sales is broad and requires someone who is curious and an inherent problem solver.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Sell HVAC products to contractors; working alongside ACI engineering and estimating team members to support customers' success on complex projects
- Use manufacturer's software selection tools to create pricing, submittal documents, installation and operations manuals, and other technical documents for the building owner
- Demonstrate HVAC systems knowledge including VAV, Rooftop HVAC, HVLS Fans, GRDs, Exhaust Fans, VRF, and complex damper/louver products
- Alongside the ACI Sales Support team, track orders and discuss changes with customers and manufacturing personnel to ensure on-time delivery and project schedule attainment
- Identify projects early with design-build firms and develop budget pricing and sales proposals
- Choose best-in-class products from ACI's line card to meet project requirements
- Attend factory training seminars at various manufacturer location around the USA and Canada – post COVID
- Socialize and entertain customers in Spokane along with other ACI team members